CICACES SALVANANTE SAL

August/September 2012 Vol. 14 issue 6

Truck mounted lifts

Taxi cranes

Top 30 rental companies

Jobs jobs jobs p.73 MAJOR GENERAL
SIR HENRY HAVELOCK
K.C.B.

AND HIS BRAVE COMPANIONS

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On the cover:

As part of London Fashion Week and the run-up to the 2012 Olympics, Universal Platforms and Facelift used their truck mounted platforms to help dress many of the capitals famous statues in haute couture hats adding to the party atmosphere.









Small truck mounted lifts



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Hinowa, New Boom Raise system for Manitowoc 16000 and Financials roundup

Top 30 UK and Ireland rental companies

For many companies the 12 months since our last rental company survey has been something of a roller coaster ride. Although telehandlers have made a strong recovery the overall summary would be 'generally better but still a struggle'. All is revealed in our 2012 survey of the UK and Ireland's largest crane, access and telehandler rental companies.



Taxi cranes 31

Over the past 30 years the notion of what constitutes a taxi crane has constantly shifted. Crane

rental companies appear to be moving back towards the fully self-contained, carry everything on board - without special permits mode. Cranes & Access looks for the ultimate taxi crane and talks with NMT Crane Hire's Tim Ambridge.

Small truck mounted lifts 41



We take a look at the ever-changing small truck mounted lift sector, profile Affordable Access

the Co.Me.t distributor in the UK, as well as interview Palfinger Platform's Stefan Kulawik.

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After last year when most crane and access companies stayed away, this year's SAIE show in Bologna, should be back to its Italian best with a full range of cranes, access and telehandlers.

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In the next C&A

In the next bumper issue of Cranes & Access out in October we feature Crawler cranes, Outrigger mats and pads and Underbridge inspection platforms as well as a round-up of the regional shows including Verticaaldagen and Platformers' Days.

"The world is divided into people who do things and people who get the credit. Try if you can to belong to the first class as there is far less competition"

Dwight Morrow in a letter to his son





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cranes &access

For users & buyers of lifting equipment August/September 2012 Vol. 14 issue 6

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The bank of you and me.....

Famous English economist John Maynard Keynes famously said: "When the facts change, I change my mind - do you?"

Well regarding bankruptcies it would

appear that many of us ignore the lessons provided by experience and continue to deal with serial bankrupts or those who continually delay payment.

We all know about the 'crooks' that use the bankruptcy system to scam suppliers and the public finances, keeping all the revenue they generate for themselves. What is surprising is how many suppliers get caught by the same people time and time again.

But what of those that ignore the terms of a deal and delay payments from 60 to 90 and 120 days or more - do you stop dealing with them? In many cases the answer is no and the potential loss in case of bankruptcy balloons.

Almost as bad are the large contractors that run tight businesses with good credit ratings, but intentionally slow agreed payments to subcontractors and suppliers to unbelievable levels - possibly in the hope they go bust, saving payment altogether. While this is not illegal it is morally wrong - just as much so as those who use questionable offshore tax shelters to minimise their tax bills.

No - withholding payment well beyond agreed terms is wrong. Not only does it put companies in serious danger of going under, but it uses suppliers as cheap finance - the bank of you and me.

The current crop of business failures are a mixed bag. There are some unfortunate examples of several pieces of bad luck arriving at the same time, others are companies run by managers who should never be in control of a business and then there are the out-and-out crooks.

Now there is nothing wrong with seeking protection from creditors. Not everything works out as hoped or planned, and some creditors can be totally unreasonable - the banks for example. However some bankruptcy systems, the UK being one, are wide open to abuse by company owners and the cozy deals between administrators and secured creditors.

The solution? Those responsible for more than two bankruptcies where creditors are unpaid should be banned from any senior role or ownership position in a business for say 10 years and perhaps be personally liable for compensating creditors? When a company goes bust the existing management or owners should not automatically be given preference in buying the failed business assets. Administrators should be charged with getting the best deal for all creditors so they do not end up paying for the bankrupts' 'misfortune', only to see them spring up a week later with lower debts giving them an unfair competitive advantage......

Mark Darwin

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



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news C&a

Jan van Seumeren jr launches new lift company

Jan van Seumeren jr, the former chief

technical officer of Mammoet has launched a new heavy lift and transport leasing and consultancy company named Re-Move. The new company will also incorporate Cranes 4 Cranes, a crane consultancy and web portal established earlier this year by ex Mammoet managers John Casteleijn and Ber Timmer. The three will also be joined by another ex Mammoet man Peter Bon.

The company will offer a wide range of cranes, heavy transport trailers and alternative lifting equipment on a lease or re-rent basis without operators.



It will also provide a whole range of consultancy sevices including inspections, certified valuations of cranes, trucks and trailers and company valuations. At the same time it will buy and sell new and used cranes and equipment.

See www.vertikal.net for a full report.

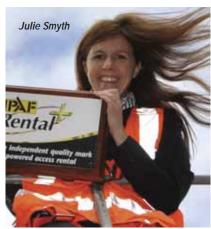
Jan van Seumeren, Peter Bon, John Casteleijn and Bert Timmer.

New chairman for IPAF Ireland

Julie Smyth, director of Belfast-based Highway Plant, has been unanimously elected as chairman of the IPAF Irish Council.

She takes over from Andrew Davin of Aerial Platform Hire and is the first female to chair an IPAF committee or country council. She has been a member of the IPAF Council, the Federation's main governing body, for two years.

"I look forward to working with our fellow IPAF members on the Irish Council and welcome the challenges of addressing the safety issues that face our industry," said Smyth.



Leach Lewis Plant enters administration

UK equipment distributor Leach Lewis Plant - the recently appointed Dingli distributor which also has Doosan and Manitou in some parts of the UK - has appointed administrator Ernst & Young to take control of the business.

An early statement from Ernst & Young said: "LLPL is continuing to trade with a view to selling the business as a going concern." This however is not the case as we understand the administrator has accepted an offer from three of the directors for the rubber track business and this will go into Leach Lewis Rubber Tracks Ltd, a company registered on August 2nd three or four working days prior to the appointment of the administrator.

LLPL is the largest part of Leach Lewis Ltd and had revenues of £32.7 million after a steep slump in 2009/10. The company also posted a pre-tax profit of £18,000 after two years of losses. Parent company Leach Lewis Ltd is not implicated in the administration and other Leach Lewis group companies are not directly affected by this move.

ALE and ECR form JV

International heavy lift and transportation company ALE has teamed up with Australian-based heavy lift company ECR in a joint venture - ALE ECR Heavylift Pty - to offer heavy lift and transportation solutions throughout Australia. Under the agreement ALE ECR Heavylift will combine resources, becoming a single point of contact for customers of

both companies in the region.

ECR heavylift was founded in 1995 and is based in Gladstone, Queensland. The company has branches in Biloela and Moura, Central Queensland and runs a fleet of cranes from seven to 500 tonnes, as well as hydraulic



modular trailers and specialised jacking and lifting equipment working primarily within the heavy industrial and mining industries. UK-based ALE now has more than 20 offices worldwide and its crane fleet includes its own units, the AL.SK heavy lift machines.

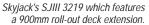
AFI adds to training

UK access rental company AFI has acquired UTN training just months after it snapped up Instant Training. The transaction is an asset purchase from Utilities Training (Northern) Ltd owned by Stephen and Elizabeth Fisher.

UTN, which conveniently operates from the same building in Wakefield as AFI, was founded in 1996 and provides a wide range of safety-related courses. The business will continue to operate from the same premises and will retain the UTN Training name.

Speedy spends £4 million with Skyjack

UK-based rental company Speedy Hire has doubled the size of its self-propelled scissor lift fleet with a £4 million order for new 19 and 26ft Skyjack SJIII3219 and SJIII3226 slab electric scissor lifts, which will be distributed throughout Speedy's UK depot network.





Crane manufacturer to be sued

The Workers Compensation Board of British Columbia is suing boom truck manufacturer Elliott Equipment of Omaha, Nebraska for negligence following a fatal accident in 2010 in which the crane broke free from its truck. One man died and two were injured when the Elliot 1600 crane dropped a large beam that it was placing on a site in Burnaby, near Vancouver, Canada. The WCB claims that the accident was caused solely by the negligence of the crane manufacturer, even though the cause was due to connecting bolt failures.

Longton Crane Hire in liquidation

UK-based Longton Crane Hire of Stoke on Trent appointed an administrator in August who promptly decided to cease trading and liquidate the company's assets. An online auction is being held this month to dispose of the remaining cranes and transport.



Longton's cranes are being sold at auction.

Power boom goes to work

Liebherr's new Power boom mounted on an LR11350 crawler crane may have achieved a new record lift on its first outing. The crane, owned by Scottish-based Weldex and working on a contract for Mammoet in Holland, took an hour to lift a Repower six megawatt class turbine housing weighing 340 tonnes onto a 110 metre high tower in a single lift. This also included travelling 10 metres with the load at 120 metres. The gross weight with rigging and blocks was at least 378 tonnes and the crane was rigged with 140 metres of boom. At this steep boom angle the power boom boosted the lift capacity by around 70 percent.



Norbert van Schaik, Repower's local site manager believes that this is one of the heaviest single wind turbine nacelles ever lifted onshore by one crane, as in most cases the drive train is lifted individually, or components are only fitted once the housing has been placed.

Zoomlion confirms Indian JV

Chinese crane manufacturer Zoomlion has established a joint venture with India's largest industrial crane manufacturer, Pune-based ElectroMech to manufacture and distribute tower cranes in India.

The joint venture - 70 percent of which will be held by Zoomlion and 30 percent by ElectroMech - is likely to include the flat top tower crane designs recently acquired from German-based Jost as well as models from its hammerhead and luffing jib range.

Tushar Mehendale, managing director of ElectroMech, said: "It is a fine time for Chinese machinery producers to invest in India's heavy machinery industry, as India has planned to invest \$1 trillion on infrastructure construction over the next five years."

New trailer lift for Omme

Danish spider and trailer lift manufacturer Omme Lift unveiled its new 23 metre 2300 EX articulated trailer lift at Platformers' Days in Hohenroda, Germany.

The dual riser lift offers an outreach of up to 12.7 metres with an approximate up and over height of six metres. Weighing 3,150kg it is 7.32 metres long and 1.7 metres wide and powered by a 200Ah battery pack. It can also be used in conjunction with a petrol or diesel engine or supplied as a 230V AC mains unit.



Omme Lift's new 2300 EX was unveiled at this year's Platformers' Days.

Kier sells its equipment business

UK-based contractor Kier has sold off two parts of its equipment division to A-Plant and Wernick Hire.

A-Plant has acquired the company's mechanical plant and small tools for just over £4 million, while the company's temporary accommodation business and related real estate has been sold to Wernick Hire for £11.7 million. Kier has retained certain pieces of equipment, together with its fleet management business, for use by the group's contracting operations.

C&a

news

Dunlop upgrades crane tyre

Dunlop has increased the speed rating of its 445/95R25 SP ER50 All Terrain crane tyre to 80kph dependent on loading. The new versions load index and speed factor is 174F compared to the previous 177E increasing the permissible speed factor from 70 to 80kph with a maximum load of 6,700kg per tyre or 13.4 tonnes an axle.

The tread on the new tyre retains the continuous zigzag central zone, which is said to improve the footprint, prevent vibration and result in better ride comfort.



The Dunlop ER50 All Terrain crane tyre

Crane operators exempt

The EU has issued a statement that effectively exempts crane operators from the Driver Certificate of Professional Competence directive.

According to the Commission, persons driving vehicles which are not intended for the carriage of goods or passengers would be exempt from the requirement to hold a CPC and therefore mobile cranes clearly do not fall within the scope of the Directive.

drivercpc°

IPAF reports 17 fatalities

IPAF's new accident reporting database has logged 17 fatal accidents involving work platforms in the first half of 2012. The causes cited were electrocution, overturning, mechanically related and falls from platform (each four deaths), while one was put down to Entrapment.

Seven of the incidents involved vehicle mounted lifts, six self-propelled boom lifts and three scissor lifts. In one case the machine type was given as unknown. 11 of the incidents occurred in the USA, two in the UK and one each in Australia, the Netherlands, Singapore and Spain.

Access London calls it a day

UK based rental company Access London 08 is now officially in Liquidation, following a creditors meeting.

PTS goes again

Less than four months after failed UK rental company Plant Access and Tool Solutions, 'remerged' it has failed again and not likely to resurface.

Haulotte launches new RT scissor lifts in

North America

Haulotte has launched its recently introduced 10 and 12 metre working height compact RT scissor lifts in North America. The C10DX and C12DX Rough Terrain scissor lifts launched at Intermat this year become the Compact 2668RT and 3368RT after minor 'tweaking' to meet Ansi standards and local preferences.

With platform heights of 26 and 33ft, the 68 inch wide units offer a 450kg and 565kg platform capacity respectively. The automatic hydraulic differential lock helps the machines cope with uneven ground, while the newly designed auto-levelling jacks option provide fast set up and ensures that all four legs are in contact with the ground. The models will initially be manufactured in Europe and shipped to North America.



The C10DX is now available in North American as the Compact 2268RT.

Three AT's for Markewitsch

Nürnberg, Germany-based crane rental company Gebr. Markewitsch has purchased three Grove All Terrain cranes - a 100 tonne GMK4100L, a 130 tonne GMK5130-2 and a three-axle All Terrain for delivery early next year. Markewitsch now has three GMK4100L's and GMK5130-2's in its fleet.

Wolfgang Markewitsch, general manager of Markewitsch, said: "Because of the permits for large vehicles, we put a lot of emphasis on using lighter machines. Our GMK4100L was fitted with aluminium rims and special hook blocks at the factory, giving us a very compact 100 tonne crane with a good load chart that meets local weight restrictions for transport."





New distributor for Russia



A new powered access and telehandler sales company/distributor has been established in Russia by Sergey Chunin and Dmitry Pankin both ex-employees of sales and rental company LTECH in Moscow and Nizhniy Novgorod.

The company is already operational with 15 employees at two locations -Moscow and Nizhniy Novgorod - and is actively selling products from Dieci, Maber, Oil&Steel, JLG, Genie, Barin and Niftylift. The company kicked off the business with a delivery of six new Niftylift booms, two trailer lifts and four self-propelled units topped out by a 50ft platform/17 metre working height bi-energy HR17NDE.

Sany looks to Thailand

China's largest crane manufacturer, Sany, is considering investing up to \$40 million in a production facility in Thailand, initially building excavators but also capable of building some of the company's more popular crawler crane models. Sany first entered the Thai market around six years ago. In the first half of this year it sold equipment worth \$20 million (70 cranes, 60 excavators and 55 concrete pumps) and expects to do as well in the second half.

China still represents 80 percent of the company's business with the rest of the Asia-Pacific region making up a further 10 percent. Paul Da, regional manager of Sany Heavy Industry (Thailand) said: "We looked for a site to build an assembly plant for excavators in Thailand last year, but decided to invest in Indonesia instead because of the flooding. However, we are still interested in Thailand if sales are big enough, say 400-500 units a year."

Palfinger adds five

Palfinger has launched five new compact heavy duty High Performance loader cranes the PK 36502 EH, PK 41002 EH, PK 63002 EH, PK 76002 EH and PK 88002 EH. The two smaller units have load moments of 34.5 and 38.4 tonne/metres respectively and can be equipped with up to six hydraulic extensions offering a reach of 16.3 metres.



The PK 63002 EH and PK 76002 EH have load moments of 59.4 and 71.6 tonne/metres and are fitted with up to eight hydraulic extensions offering a maximum reach of 20.4 metres. The PK 88002 EH is available with up to nine extensions and an outreach of 22.5 metres.

All include Palfinger's Power Link Plus linkage and reverse linkage boom. Other features include a maintenance-free boom, continuous 360 degree slew and the E-HPLS system which reduces working speeds at high load moments to increase lifting power.

Convoi cranes for IMC



German crane dealer International Mobile Cranes (IMC) has acquired a fleet of used cranes from the Dutch-based heavy lifting and haulage company Convoi.

The fleet - topped by a 200 tonner - comes from Convoi's Hagen branch in Germany which specialised in industrial construction and crane rental, but was closed in July. The company has already managed to sell a majority of the cranes in the Middle and Far East.



UK crane and access rental company Coussens of Bexhill has taken delivery of its first new Tadano Faun, a 60 tonne truck-mounted HK 60. The crane is mounted on a four axle Volvo FM commercial truck to allow it to carry more counterweight while keeping axle weights low enough to meet UK STGO Category B.

The crane has a 40.2 metre full power boom and 15.8 metre bi-fold swingaway extension giving a total under hook height of almost 58 metres. The Volvo FM is powered by a 440hp engine, has an up-rated chassis and Volvo I-shift automatic transmission.

"With all crane functions powered by a separate four cylinder Mercedes engine it helps to keep fuel consumption and costs down and leaves the big engine at the front to concentrate on the road," said Paul Goodall of Tadano distributor UK Cranes.

Paul and Margaret Coussens added: "Because we have to travel further afield to satisfy our customers, the low running and maintenance costs of this machine will be of great benefit. We have had a good experience with the Tadano Faun ATF 80-4 that we bought second-hand and this helped with our decision for this new machine."

Riwal orders 900 new lifts

Dutch international rental company Riwal has placed orders for more than 900 new machines, mostly aerial lifts and mostly with JLG which it represents in the Netherlands. The privately owned company now runs a fleet of around 13,000 units - mostly aerial lifts and telehandlers - across 16 countries.

"As a leading aerial work platform rental specialist, we strive to provide our customers with the most advanced solutions available," said Riwal chief executive Norty Turner.

JLG's managing director Europe Wayne Lawson added: "It is encouraging to see Riwal investing in its fleet, particularly as a substantial percentage of the product mix includes new models which JLG has launched in the last 24 months."





Elliot unveils new 36127R

US boom truck and lift manufacturer Elliot has launched a rear mounted version of its popular 36127F 36 ton (32.6 tonnes) boom truck - the 36127R.

Both units feature a 38.7 metre five-section boom with an optional 7.9 to 13.7 metre telescopic jib for a maximum tip height of 56.7 metres.

The new 36127R includes Elliott's 5.8 tonnes bare-drum pull two-speed planetary winch with 130 metres of rotation resistant wire rope. Each crane comes with a 360 degree continuous slew, a Hirschmann iVisor Mentor Load Moment Indicator and two sets of out-and-down three position outriggers with removable ball socket and aluminium pads. Outriggers can be extended from the stowed position to 4.4 or 6.4 metres.

The new model has Elliott's patented Ride-Around Control Console, giving operators a clear view of the load without the extra cost of a crane cab. The model is also available with all-weather open seated controls or a full crane cab with optional air conditioning. A wide range of aerial work platforms - from gravity-hung and rotating platforms to yoke mounted configurations for utility work - is also available with the new crane. Each platform mounts onto either the boom tip or the jib tip for a maximum working height of around 57 metres depending on the platform. Elliott's proportional wireless remote controls are used to operate the machine form the platform.

New Hinowa Performance

Italian spider lift manufacturer Hinowa has celebrated its 25th anniversary with the introduction of the first unit in a new Performance IIIS range.

The 17 metre Lightlift 17.75 IIIS offers seven metres of outreach with an eight metre up and over height and unrestricted platform capacity

of 230kg. The overall stowed dimensions are 4.5 metres long by 1.3 metres wide. Integrated forklift guides and heavy duty lifting eyes are standard.

Power sources include a Honda Igx440 petrol engine, Hatz diesel, 90Ah battery pack or 230V AC. Fitted with the Auto2Speed traction system the machine can achieve a travel speed of 3.5kph while its inclination control system automatically decelerates the machine when moving on uneven surfaces.

Hinowa's marketing director Davide Fracca said: "This machine is very interesting for a wide range of customers. We expect to gain additional market share with this Heavy Duty product, which complements our existing IIIS line."





New Boom Raise system

Manitowoc has designed a new 'Boom Raise system' for its Model 16000 crawler crane aimed at raising the longer boom lengths needed to install nacelles on 100 metre wind turbine towers without needing an assist crane.

Consisting of a boom mounted hydraulic cylinder housed in a special three metre boom insert that attaches to the boom butt section, the system allows Wind Attachment booms up to 107 metres to be raised. The crane was previously limited to 92 metres. Maximum capacity with 114.6 metres of boom and extended tip is 87.9 tonnes at 20 metres radius. The Wind Attachment increases the capacity of the crane by nearly 50 percent at short radii.

The boom raising cylinder works in conjunction with the boom hoist and once the boom angle is 38 degrees the boom hoist fully takes over. Boom raising and lowering operations are accomplished with minimal operator action. After reaching a boom angle of 38 degrees, the cylinder must be manually retracted. The same steps are performed in reverse for boom lowering.

Jerry Maloney, global product director at Manitowoc Cranes, said: "Our goal was to eliminate the need for investment in either a larger capacity crane or a second support crane to lift heavier booms on the job. The Boom Raise system provides the extra boost needed to raise the boom until the standard boom hoist system can take over."



350 tonner for Baldwins



UK-based Baldwins Crane Hire has taken delivery a 350 tonne Liebherr LTM 1350-6.1 just days after taking delivery of two new 80 tonne Terex AC80-2 All Terrain cranes. This latest purchase bridges the gap between Baldwin's 200 tonne LTM 1200-5.1 and 500 tonne LTM 1500-8.1 All Terrain cranes.



The six-axle LTM 1350 has a 70 metre main boom, Y-Guy boom suspension system and 78 metre luffing jib providing a maximum under the hook height of 132 metres. Additional features on the crane include a tackle box, spark arrestor, working area limiter, adjustable floodlights and a wind speed indicator. The company claims the cranes high capacities on long boom lengths, makes it ideally suited for tower

crane erection work, with the Y-Guy system nearly doubling the lift capacity in many areas of the chart.



German truck mounted aerial lift manufacturer ESDA Fahrzeugwerke GmbH has appointed attorney Burghard Wegener as administrator and opened preliminary insolvency proceedings. Wegener told Vertikal.net that his first job is to look into the legal and financial situation of the company and determine whether to launch proceedings leading to a sale or liquidation, or whether opportunities exist for continued operation of the business.

ESDA is based in Göttingen and produces a range of truck mounted and trailer lifts as well as running a welding and fabrication business. Cemil and Attila Bayer are the current owners taking over the company in 2003.

Multitel establishes export business



Truck mount and spider lift manufacturer Multitel Pagliero has formed a new German export company, Multitel Export Sales (MES) GmbH, based in Alsdorf, to the north of Aachen in west-central Germany.

The new subsidiary will be responsible for the sales, sales support, service, parts and technical back-up for all Multitel products, not only in Germany, but also for all export activity for the Multitel group outside Italy and France, where the group is represented by existing subsidiaries.

Mutitel's export sales director Jerry W. Kist said: "Over the course of the last 10 years, the German market for 3.5 tonne truck-mounts has been more and more receptive, which made the decision to open a German subsidiary necessary."

Sany Palfinger JV underway

The Sany Palfinger joint venture has started operations in China some six months after the initial contracts were signed.In February Palfinger and Sany Heavy Industry agreed to establish two joint venture companies. The first - Sany Palfinger SPV Equipment Co - will produce and sell Palfinger products in China for the Chinese market. The second - Palfinger Sany International Mobile Cranes Sales GmbH with its registered office in Salzburg - will distribute mobile cranes produced by Sany in Europe and CIS countries.

Comansa lengthens jib

Linden Comansa has extended the jib length of its recently launched 21 LC 660 tower crane by four metres to a maximum of 84 metres. With this upgrade, the four versions of the 21 LC 660 - with maximum capacities of 18, 24, 36 and 48 tonnes - are among the longest for the type and size of crane. Jibs can be assembled in section of five metres up to 80 metres. Maximum free standing height is 82.4 metres and the maximum load at the jib end is 5,300kg or 5,830kg with PowerLift.





New outrigger mat system

UK-based outrigger mat supplier PLC Sales has launched a new mat system, offering two standard sizes within the ECO Lift Multi Mat range. The first provides a 2.25 square metre support area, comprising mats 1500 x 500 x 50mm thick, while the second uses mats 1800 x 600 x 50mm thick offering a 3.24 square metre support area. 20 mats are provided in each standard set.

One piece outrigger mats of this size are extremely heavy and can require secondary transport to handle. Bill Green of PLC Sales said: "This new, three layer system is very simple and easy to handle, the heaviest item weighs 36kg. They are also extremely cost effective and are not likely to be stolen as is often the case with steel or aluminium systems, which are then sold as scrap."

New Belgian access business

Experienced access and fork truck veterans Philippe Parmentier and Hervé Missiaen have teamed up to launch a new powered access and used equipment distributor HM&P International. Based in Wargem near Gent, the new company incorporates Missiaen's HM International - an importer and



exporter of telehandlers and rough terrain fork trucks since 2002 - and combines it with Parmentier's knowledge of the access market.

The two partners plan to offer customers an easy to deal with, multilingual service providing new and used aerial lifts, fork trucks and telehandlers.







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news

Financials round-up

Bronto up 42%



Bronto Skylift has reported first half revenues of \$65.1 million, 42 percent up on last year. Operating profits were almost 70 percent higher at \$2.5 million, while the company's order book is now \$90.4 million.

Tadano jumps 44%

Japanese crane and access manufacturer Tadano saw first quarter revenues rise 44 percent to ¥28.2 billion (\$360 million). Net profit for the period was ¥ 627 million (\$8 million) compared to a loss of ¥124 million (\$1.6 million) last year. The profits include exceptional costs such as the fraud case in the USA.

Manitowoc Crane rises 19%

First half revenues at Manitowoc Crane were up 19 percent to \$1.12 billion, while operating income increased 57 percent to \$70.4 million.



on the guarter to \$944 million.

Tat Hong rises 36% Singapore-based crane and

distribution group Tat Hong has reported first quarter revenues of \$215 million, up 36 percent on last year. Pre-Tax profits almost tripled to \$26.4 million.

Profits slip at Wacker Neuson

Compact equipment and telehandler manufacturer Wacker Neuson saw Pre-Tax profits slip 2.4 percent to €45.6 million on revenues up almost 17% to €558 million.

United Rentals slips into the red

US-based United Rentals lost \$45 million in the first half on revenues of \$1.65 billion, this includes RSC revenues in the second guarter, but not the first. Merger costs were the cause of the red ink.

Lavendon more than doubles profits

International powered access rental specialist Lavendon confirmed an eight percent rise in first half revenues to £114.5 million, while pre-tax profits were up 240 percent to £5 million and net debt was cut 26 percent to £98.3 million.



Cargotec profits slump

Profits at Cargotec, owner of Hiab and Kalmar slipped 24 percent to €73.7 million in the first half on sales up six percent to €1.64 billion.



Skyjack jumps 74%

- has reported a 74.3 percent increase in first half revenues to \$289.9 million. Operating

profits improved from a \$1.5 million loss in 2011 to a profit this year of

Manitou earnings up 40%



Manitou has announced first half net earnings up 40 percent to €21 million, while revenues climbed 20 percent to €672 million.

Palfinger sets new record

Palfinger has posted record first half results with revenues up 12.3 percent to €465.1 million. Pre-tax profits for the six months were up just over three percent to €37.2 million.





JLG jumps 60%

JLG has reported its results for the nine months to the end of June with sales up 60

percent to \$2.2 billion while operating income almost tripled to \$88.2 million. The order book at the end of June was up 19 percent to \$729.7 million.

Ramirent up 18%

Finnish international rental company Ramirent has posted its half year results with revenues up 17.6 percent to €334.1 million while pre-tax profits jumped almost 250 percent to €30.6 million.

CAT up 23% Caterpillar has reported a 23 percent rise in first half revenues to \$33.35 billion. Pre-tax profits rose 57 percent to \$4.9 billion.

Terex Cranes gains momentum

Terex Cranes has reported a 4.5 percent increase in first half revenues to \$903.6 million, while operating profits were \$50.8 million, compared to a \$56.5 million loss last year. The order book at the end of June was \$841 up 10 percent on the quarter.



Harsco Infrastructure falls

Access and formwork specialist Harsco Infrastructure saw first half revenues drop 16 percent to \$472 million giving an operating loss of \$77.9 million.

Essex up 16%

Essex Crane has posted a 16 percent rise in first half revenues to \$50.9 million. It also reduced its pre-tax loss to 11.3 million from \$14.4 million last year.

Cramo plus 5% Finnish international rental

company Cramo saw first half revenues improve five percent to €321.4 million, while pre-tax profits more than quadrupled to €8.5 million.

Terex AWP up 38 percent

First half revenues at Terex AWP/Genie improved 38 percent to \$1.19 billion, while operating income almost quadrupled to \$125.8 million. The order book at the end of June was \$511 million, down 24 percent on the quarter, but 14 percent higher than a year ago.

20% lift at H&E Louisiana-based crane and

access company H&E Equipment Services had first half revenues of \$382.7 million - 19.5 percent up on last year. Pre-tax profits jumped from a loss of \$6.5 million last year to a \$22.4 million profit this year.

Haulotte up 25% Haulotte posted a 25 percent rise in first half

revenues to €184.5 million, with a consolidated net loss of €3.7 million.

Full reports and comment on www.vertikal.net





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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.



Vews HIGHLIGHTS

- Custom Equipment has appointed Dan Schneider as North American sales manager.
- UK-based Babcock International has taken delivery of six Grove cranes.
- UK rental company Hewden has appointed Aaron Barden as sales director.
- Lifting Gear Hire has opened its 15th warehouse in Columbus, Ohio.
- Bronto Skylift has expanded its North American sales team with the appointment of Tom Goyer.
- Dinolift has delivered two of its 185XTS self-propelled booms in Sweden to G3 Byggmaskiner of Sundsvall and LE Maskin in Umeå.
- Swedish rental company Hyreslandslaget has ordered 25 Snorkel scissor lifts as part of its growth plans.
- IPAF has appointed Antonio Barbosa to the new position of country manager for Brazil.
- Dutch access rental company HWS Verhuur has taken delivery of four new Niftylift booms.
- The American Society of Safety Engineers and OSHA have launched a new Fall Prevention Campaign.
- Skyjack has appointed Malcolm Early as vice president of marketing, based in Guelph, Canada.
- City Lifting has taken delivery of a Terex Challenger AC 3180 All Terrain crane.
- Unto Ahtola, previously executive vice president of Cargotec Terminals has resigned.
- UKCG will 'encourage' steel erectors and net riggers on its sites to have IPAF PAL + accreditation.
- NSG UK has appointed Will Gretton as health and safety manager, while John Coupe has been appointed as transport and logistics manager.
- Omme Lift has appointed M.J Hydraulik as a dealer for Denmark East.
- ZT Safety Systems has increased the certified weight capacity for its ZT harnesses from 100kg to 150kg.
- Worksafe Queensland has issued a safety bulletin on jib inspections for Haulotte H16TPX boom lifts.
- Nationwide Platforms has started to add nearly 1,100 Skyjack scissor lifts to its UK fleet.
- OSHA is extending its new crane standards to demolition and underground construction.
- Tom Scott UK crane and access entrepreneur from the 1970s - has died aged 67 (see letters).
- Tutt Bryant has taken delivery of a 1,600 tonne
 Terex CC8800-1 crawler crane.
- AB2000 has taken delivery of the first Terex Challenger AC3180 in Scotland.
- IronPlanet has appointed Scott McCall as major accounts manager for cranes.









Antonio Barbosa

- The Galaxy Hotel in Macao has taken delivery of a 52 metre Falcon FS520C spider lift from TCA Lift.
- GSR has delivered two more 32 metre 320PXJ truck mounted booms to Belgian customers.
- Liebherr has appointed Michael Balella as N American parts marketing manager.
- C-Tech Industries has appointed Malmö-based ITLU as its distributor for Sweden and Denmark.
- Tibor Varganyi the mechanic involved in the fatal 2008 New York tower crane failure has received a non-custodial sentence.
- Tiago Bonomo of McCormick USA and Daniel Miller of Manitou have been elected directors of AEM.
- Sany America has appointed Tim Frank to the newly created position of chairman.
- Omaha Standard Palfinger has appointed Scelzi as a loader crane and tail lift dealer in California.
- German rental company Salgert has taken delivery of three 20 metre CTE B-Lift 20.13 truck mounted lifts.
- Isoli has delivered five, 14 metre MPT140 articulated truck mounts to New Caledonia.
- US-based Pinnacle Cranes has taken delivery of a 75 tonne Link Belt TCC-750 telescopic crawler crane.
- UK-based rental company Industrial Access Systems has taken delivery of a Multitel SMX 225 spider lift.
- Ahern Rentals has been granted two more months in control of its Chapter 11 bankruptcy case.
- Finnish rental company Hämeen Rakennuskone has taken delivery of five Snorkel A38E boom lifts.
- Heli, the Belgian distributor of Maeda mini cranes, has placed an order with master dealer Kranlyft for 11 new units.
- Terex Utilities has appointed Don Anderson as general manager and named Jim Lohan as vice president of sales and marketing.





Don Anderson

 NMT has taken delivery of the first 60 tonne Terex Challenger AC 3180 in the UK.

- Liebherr Container Cranes has re-entered the Australian market after an absence of 35 years.
- Bert Richardson the former chief engineer of Priestman has died aged 87.
- German crane rental and company
 Wiemann Autokrane has taken delivery of two big Liebherr cranes.
- Hertz Equipment Rental has reported more than 11 percent revenue growth in the first half.
- IPS, the International parts and service supplier, has invested in a hydraulic hose business.
- Bridon has installed the world's biggest machine for the manufacture of steel wire ropes at its UK plant in Newcastle.

- Prolift Access has opened a new location in Roche, Cornwall.
- Trico Lift has appointed Wiley Maher as regional manager for the mid-Atlantic region.
- Liebherr is planning a \$65 million expansion to its HQ facility in Adelaide, South Australia.
- Columbus McKinnon has sold the Gaffey overhead crane business to Ace Industries.
- lan Banks, co-founder of Mobile Cranes
 Asia, has retired.
- Harsco has appointed Patrick K. Decker, currently with Tyco, as chief executive.
- CTE has reported a 5% increase in order intake.
 Anglian Mini Cranes, part of Falcon Crane Hire,
- has purchased its first **Unic** spider crane.

 The Italian army has ordered 25 **Isoli**PNT205M truck mounted lifts.
- ALL Erection & Crane Rental has taken delivery 17 new Manitowoc and Grove cranes.
- System Lift, the German association of independent rental companies, has reported a record year.
- UK access rental company Lifterz has opened a powered access rental operation in Plymouth.
- Tat Hong has acquired Jiangsu Hengxingmao Financial Leasing from Yongmao.
- The **British ministry of defence** has invested in a fleet of 2.9 tonne **Unic** URW-376 spider cranes.
- Paul Robeys of Robeys-Huet has died aged 63.
- CTE has delivered two 62 metre B-Lift 620 HR truck mounted lifts to Khuzestan Electricity Distribution in Iran.
- Wolffkran Arabia has moved into new offices.
- Eazi Sales & Service has begun importing and distributing JLG spider lifts.
- US-based control systems manufacturer Actuant has acquired Sweden's CrossControl for \$40 million in cash.
- Tadano America has promoted Tony Trosclair and appointed a western region service manager.
- Russian sales and rental company LTECH has supplied a 37m Ruthmann T 370 to Sodrujestvo in Kaliningrad.
- Imperial Crane Services has opened a new location in St. Louis, Missouri.
- McAleese owner of Walter Wright, National Crane Hire and Australian Crane & Machinery is planning a stock market flotation.
- Nationwide Platforms has attained OHSAS 18001 accreditation for all of its UK operations.
- OSHA is restricting the use of proximity devices as the sole power line warning for cranes.
- Truck mounted lift manufacturer Ruthmann has appointed Al Wasl Trading and YBA Kanoo as distributors in the Middle East.
- Testcentrum De Lille has expanded its German speaking Giraf Track sales and service distribution network.
- UK-based rental company Speedy Hire has won a five year, \$50 million rental contract in Abu Dhabi.
- LGH has opened a new warehouse in Charlotte, North Carolina, its 14th in the USA.

See www.vertikal.net news archive for full versions of all these stories



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UK & Ire Top (30)

A year of mixed messages

The 12 months since our last survey of the top UK and Irish rental companies have been unusual and for many in the industry something of a roller coaster. If we had to summarise the year as a whole it would have to be 'generally better but still a struggle.'

The shining star has been the telehandler market. It was the first to plunge into recession and the first to see truly good times again. Much of this is tied to house building which has to some extent recovered, but also due to the fact that rental companies cut their fleets more rapidly and aggressively than most other rental businesses and are now seeing the benefits.

Cranes have struggled and continue to do so in terms of utilisation and rates, but it is better than it was. Several companies that were on the brink of bankruptcy last year are investing again. However it is still very 'hand to mouth' and the improved circumstances are probably more to do with cranes coming off-lease or reaching a point where it is commercially viable to sell and replace, generating a little extra cash in the process.

most ups and downs, although the general trend over the past year is upwards and the market is substantially better than it was 12 months ago. However things have slowed over the past four months

virtually stopped street-based work.

Powered access has seen the due in part to some of the worst

The general mood at Vertikal Days a

the end of June was optomistic



This negativity has been offset by the fact that rental rates, while softening here-and-there generally held up. With earlier price increases holding, many companies have seen steady revenues in the face of lower utilisation.

In spite of this, the mood at Vertikal Days at the end of June was optimistic and most rental companies expect the fourth quarter to be better. All hope that 2013 will see a further improvement in the overall upward trend hopefully towards a good 2014. Uncertainty, however, is never far away even for telehandler companies, as the on-going Euro crisis is constantly played out alongside any piece of negative economic news the media can lay its hands on.

One interesting factor that has made an impact this year is the progression of national contracts and preferred supplier agreements between the larger contractors and national rental companies. While these have been around for some time they are beginning to 'bite' and lock smaller companies out of some business and sites. It may have a positive side in that contractors are taking powered access more seriously to ensure that they have enough machines to eliminate expensive skilled trades waiting and to reduce the hidden costs and dangers of off-hiring equipment every time there is a small reduction in equipment needs.

More recently a number of closures and liquidations is cleaning up the bottom end of the market and may yet provide a little 'air' for smaller rental companies while providing a salutary warning on the need to keep rates up and manage a tight ship.

top 30

Methodology

As in previous years, we sent a form out to every company that we feel might qualify as one of the 30 largest fleets, own one of the largest machines or be one of the largest players in each specialist segment. We also advertised the process online (www.vertikal.net). The most likely candidates are sent reminders and when responses are not received contacted by phone. Finally if all else fails we estimate a company's fleet based on last year's numbers and input from as many industry insiders as possible.

Our aim though is to keep the 'estimated fleets' to less than five percent or two or three companies within each chart and this year we have once again achieved that target. Questionable data is thoroughly examined and in some very rare cases we adjust the input! On the whole most respondents appreciate that 'you only get out what you put in' but we cannot guarantee 100 percent accuracy.

If you do spot any glaring errors or question the authenticity of some of the data we have been given, please let us know and we will take note in preparation for next year. In the meantime we would very much like to thank all of you who participated and took the time to help us update and produce what we hope proves to be a very useful report.





The past year has been a mixed bag for the UK/Ireland crane rental industry. Overall it has fared - or should we say survived - surprisingly well given periods of poor utilisation and dire rates. In spite if this there are very few changes among the 30 largest mobile crane rental companies, with most of them pulling through the slow-down, at least until now. The most notable change was probably MSD which restructured and is now coming in under the Lifterz brand -

at least in the South West. Capital investment has been affected though, oddly the medium sized companies increased their spending over the past year while some of the larger companies cut back, following a big spend in 2011.

While most mobile crane companies have struggled, the big international companies with their large crawler cranes continue to do well but have been reluctant to disclose their capital spending this year.

TOP CR	AWLER C	RANE HIR	ERS
Company	Total units	Full size	Minis
Weldex	113	112	1
NRC	82	61	21
AGD	79	50	29
BPH	44	44	0
Select Plant	40	38	2
Q-Plant	30	30	0
Sarens UK	13	13	0
Bob Francis	13	12	1
ALE	10	10	0
Kier Plant	8	8	0
Emerson	6	0	6
Ainscough	5	5	0
McNally	3	3	0
Davies Crane Hire	2	2	0

	vlers		
GGR UNIC	136	0	136
Tracked Access	42	0	42
Coppard Plant	25	0	25
Easi Uplifts	18	0	18
Peter Hird	18	0	18
JT Crane Services	11	0	11
Sparrows	10	0	10



I	0 P 3 U	MORII	LE CRANI	E HIK	FK2		
Company	ATs/RTs Trucks	Crawlers Over 12t	Mini Crawlers Less than 12t	Mobile Tower Cranes	Industrial Pick and Carry	Spider Cranes	Total
Ainscough	453	5	0	3	8	0	469
Hewden	150	0	0	0	0	0	150
Mammoet	120	0	0	0	0	0	120
Bronzeshield	79	0	0	3	0	2	84
King Lifting	72	0	0	1	4	2	79
Marsh Plant	62	0	0	0	0	0	62
Quinto	56	0	0	2	3	1	62
Baldwins	60	0	0	0	0	0	60
Peter Hird	0	0	1	0	39	18	58
Emsley	49	0	0	1	0	0	50
Emerson	34	0	3	0	0	3	40
Sparrows	25	0	10	0	0	5	40
Southern Cranes	36	0	0	1	1	0	38
Crane Hire Ltd	37	0	0	0	0	0	37
Specialist Hire Group	33	0	0	0	3	0	36
Whyte Crane Hire	35	0	0	0	0	0	35
Davies Crane Hire	32	2	0	0	1	0	35
City Lifting	13	0	1	17	0	4	35
McNally's Crane Hire	30	3	0	0	0	0	33
NMT	26	0	0	3	4	0	33
Bob Francis	20	12	1	0	0	0	33
John Sutch Cranes	25	0	1	6	0	0	32
Kavanagh	28	0	0	2	0	0	30
William O'Brian	28	0	0	0	0	0	28
Bryn Thomas Cranes	28	0	0	0	0	0	28
Crowland Cranes	21	0	2	0	2	2	27
Sarens UK	13	13	0	0	0	0	26
MacSalvors	26	0	0	0	0	0	26
Dewsbury &Proud	22	0	1	0	0	2	25
J Hewit Crane Hire	24	0	0	0	0	0	24
Aba Crane hire	20	0	0	0	0	0	20
Port Services	18	0	0	0	0	0	18

TOP 30 MOBILE CRANE HIRERS















TOP 10	TOWER CRAN	E COMPANIES	;
Company	Total Units	Top Slewers	Self Erectors
Select Plant	288	288	0
Falcon Crane Hire	201	185	16
HTC	195	195	0
London Tower Crane	160	140	20
Mantis Cranes	97	9	88
City Lifting	85	73	12
Ladybird	65	28	37
Bennetts Cranes	58	55	3
Irish Cranes&Lifting	29	29	0
Arcomet	29	9	20





Company Model Capacity ALE Gottwald MK1500 1,500 Sarens UK Gottwald AK680 1,200 Mammoet Liebherr LTM11200 1,200 McNally Liebherr LTM11200 1,200 Port Services Terex Demag TC2800-1 1,000 Baldwins Liebherr 11000DS 1,000 Ainscough LTM11000 1,000 Milliam O'Brien Terex Demag AC800 800 Crane Hire Ltd Demag AC500-2 500 Bronzeshield Liebherr LTM1500-8.1 500 NMT Terex Demag AC350 400 Kavanagh Demag AC350-1 350 King Lifting Demag AC350-1 350 King Lifting Demag AC350-6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220G-5 220	LARGES	T MOBILE CR <i>i</i>	ANES
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Baldwins Liebherr 11000DS 1,000 Ainscough LTM11000 1,000 William O'Brien Terex Demag AC800 800 Crane Hire Ltd Demag AC500-2 500 Bronzeshield Liebherr LTM1500-8.1 500 MNT Terex Demag AC350 400 Kavanagh Demag AC350-1 350 King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220G-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Walsh Crane Hire Liebherr LTM1200 200 Emsley Liebherr LTM1200 200 Emsley Liebherr LTM1200 5.1 200 <td>McNally</td> <td>Liebherr LTM11200</td> <td>1,200</td>	McNally	Liebherr LTM11200	1,200
Ainscough LTM11000 1,000 William O'Brien Terex Demag AC800 800 Crane Hire Ltd Demag AC500-2 500 Bronzeshield Liebherr LTM1500-8.1 500 NMT Terex Demag AC350 400 Kavanagh Demag AC350-1 350 King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220G-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 20	Port Services	Terex Demag TC2800-1	1,000
William O'Brien Terex Demag AC800 800 Crane Hire Ltd Demag AC500-2 500 Bronzeshield Liebherr LTM1500-8.1 500 NMT Terex Demag AC350 400 Kavanagh Demag AC350-1 350 King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220G-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1	Baldwins	Liebherr 11000DS	1,000
Crane Hire Ltd Demag AC500-2 500 Bronzeshield Liebherr LTM1500-8.1 500 NMT Terex Demag AC350 400 Kavanagh Demag AC350-1 350 King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220G-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 2	Ainscough	LTM11000	1,000
Bronzeshield Liebherr LTM1500-8.1 500 NMT Terex Demag AC350 400 Kavanagh Demag AC350-1 350 King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220G-5 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes & Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK513	William O'Brien	Terex Demag AC800	800
NMT Terex Demag AC350 400 Kavanagh Demag AC350-1 350 King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 Aba Grove GMK5220 220 Horizon Crane Hire Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5130 130	Crane Hire Ltd	Demag AC500-2	500
Kavanagh Demag AC350-1 350 King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK5130 130	Bronzeshield	Liebherr LTM1500-8.1	500
King Lifting Demag AC350/6 350 PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 County Lifting Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM113	NMT		400
PCH Grove GMK 6300 300 John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 200 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Dewsbury & Proud/ Crane	Kavanagh	Demag AC350-1	350
John Sutch Liebherr LTM1250-6.1 250 Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Malsh Crane Hire Liebherr LTM1220 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK 5130 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Qu	King Lifting	Demag AC350/6	350
Davies Crane Hire Terex AC250-1 250 City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1220 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 <	PCH	Grove GMK 6300	300
City Lifting Faun ATF 220G-5 220 Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1220 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	John Sutch	Liebherr LTM1250-6.1	250
Crowland Cranes Faun ATF 220-5 220 Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1200 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK 5130 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Davies Crane Hire	Terex AC250-1	250
Aba Grove GMK5220 220 PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1220 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK 5130 180 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	City Lifting	Faun ATF 220G-5	220
PP Engineering Faun ATF 220G-5 220 Horizon Crane Hire Faun ATF 220G-5 220 Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1220 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Crowland Cranes	Faun ATF 220-5	220
Horizon Crane Hire	Aba	Grove GMK5220	220
Southern Cranes& Access Grove GMK5220 220 Walsh Crane Hire Liebherr LTM1220 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	PP Engineering	Faun ATF 220G-5	220
Walsh Crane Hire Liebherr LTM1220 220 Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Horizon Crane Hire	Faun ATF 220G-5	220
Emerson LTM1200-5.1 200 Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Southern Cranes& Access	Grove GMK5220	220
Emsley Liebherr LTM1200 200 Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Walsh Crane Hire	Liebherr LTM1220	220
Abba Crane Liebherr LTM1200 5.1 200 Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Emerson	LTM1200-5.1	200
Specialist Hire Group Terex-Demag AC200-1 200 Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Emsley	Liebherr LTM1200	200
Sparrows Terex-Demag AC200-1 200 J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Abba Crane	Liebherr LTM1200 5.1	200
J Hewitt Crane Hire Grove GMK5180 180 Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Specialist Hire Group	Terex-Demag AC200-1	200
Bryn Thomas Grove GMK 5130 130 Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Sparrows	Terex-Demag AC200-1	200
Marsh Plant Liebherr LTM1130-5.1 130 County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	J Hewitt Crane Hire	Grove GMK5180	180
County Lifting Liebherr LTM1130-5.1 130 Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Bryn Thomas	Grove GMK 5130	130
Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Trane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Marsh Plant	Liebherr LTM1130-5.1	130
Bob Francis Grove GMK5130 130 Dewsbury & Proud/ Trane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	County Lifting	Liebherr LTM1130-5.1	130
Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120		Grove GMK5130	130
Crane Hire Midlands Grove GMK5130 130 Quinto Liebherr LTM1120 120	Dewsbury & Proud/		
		Grove GMK5130	130
Hewden Demag AC100 100	Quinto	Liebherr LTM1120	120
	Hewden	Demag AC100	100





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Company	Investment past 12 Months	Depots	Employees
Sarens UK	£25,000,000	1	147
Weldex	£17,500,000	2	120
McNally	£12,200,000	5	257
Ainscough	£9,000,000	30	960
Bronzeshield	£3,100,000	4	80
City Lifting	£2,500,000	2	93
King Lifting	£2,400,000	7	192
Emerson	£2,000,000	1	80
NMT	£1,650,000	3	46
GGR UNIC	£1,450,000	3	120
AGD	£1,300,000	1	60
BPH Equipment	£1,200,000	1	43
Marsh Plant	£1,100,000	6	105
County Lifting	£1,000,000	2	16
Bryn Thomas	£1,000,000	4	46
Southern Cranes & Access	£850,000	4	70
Kavanagh	€850,000	4	45
Davies Crane Hire	£650,000	3	40
Falcon	£600,000	1	186
NRC	£500,000	2	37
Emsley Crane Hire	£450,000	2	65
Ladybird	£200,000	1	16
Peter Hird	£70,000	3	48
Specialist Hire Group	£25,000	4	47
Mantis Cranes	£0	2	26
Quinto	£0	7	130
Hewden	£0	19	200
Walsh Crane Hire	£0	3	15
Crane Hire Ltd	not disclosed	4	45
Easi Uplifts	not disclosed	12	120
ALE	not disclosed	23	775

CRANE COMPANIES AND INVESTMENT



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Jonathan Till, Managing Director- GT Access

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LARGEST CRAWLER CRANES					
Company	Model	Capacity in tonnes			
Sarens UK	Terex CC9800	1,600t			
ALE	Terex CC8800-1	1,600t			
Weldex	Liebherr LR 11350	1,350t			
McNally	Liebherr LTR 11200	1,200t			
Ainscough	Terex CC2800	600t			
NRC Plant	Hitachi Sumitomo SCX2800	285t			
BPH	Kobelco CKE2500	250t			
Q-Plant	Kobelco CKE1800	180t			
Kier Plant	Hitachi Sumitomo SCX1200-2	120t			
AGD Equipment	IHI CCH1200	120t			
Bob Francis	Manitowoc 1000	100t			
Davies	Terex TCC600	60t			





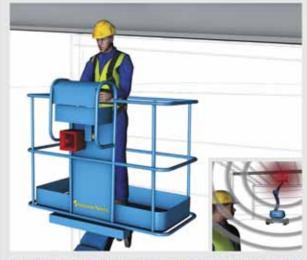
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Putting safety and efficiency at the heart of your work

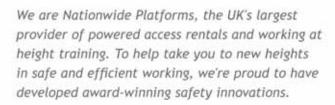
Our Material Handling Attachments (MHAs) securely store awkward, heavy or bulky materials at height.







The pioneering SkySiren® is designed to simultaneously stop the movement of a machine in an entrapment situation, whilst also alerting colleagues to the incident with a flashing light and emergency siren.



These CE certified products are designed to be retro-fitted to powered access equipment in a matter of minutes. Innovations available include SkySiren anti-entrapment solution, the SkySentry unauthorised use preventation system, and a comprehensive range of Material Handling Attachments (MHAs) designed to aid material handling at height.

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This year's survey is a model of stability and shows how the UK powered access rental market is doing far better than the crane market. Virtually no major changes in position occurred with any changes arising from the odd case where we estimated a fleet last year but received the actual numbers this year. While fleet size has generally been static, investment is certainly well up on last year with the biggest spender being Lavendon. Several other companies such as Kimberly, more than doubled their capital expenditure in the past 12 months - most likely to compensate for the fleet aging that took place in 2009 and 2010 which also crept into the start of last year. One notable exception to the static fleet syndrome is general rental company Speedy Hire, which has invested heavily in both small self-propelled scissor lifts while adding to its extensive push around scissor fleet.

On the truck mounted front the chart shows moderate increases in fleet sizes but does not reflect the growing number of larger truck mounted lifts coming into the market.

TOP TRUCK MOUNTED FLEETS					
Company	Total	Truck mounted	Van mounted		
Nationwide Platforms	633	281	352		
Access Hire Nationwide	503	48	455		
Loxam	280	130	150		
Facelift	107	82	25		
Easi Uplifts	106	64	42		
Smart Platform Rental	100	95	5		
Warren Access	43	16	27		
Orion	35	35	0		
Blade Access	30	30	0		
Manlift	27	27	0		
Wilson Access	18	18	0		
AA Access	11	11	0		
Rapid Platforms	10	10	0		



	TOP 30 POWERED ACCESS COMPANIES							
Company	Total	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts
Nationwide Platforms	10,868	4,049	5,036	10	1,123	281	352	17
AFI	4,501	1,293	2,857	0	351	0	0	0
HSS	4,343	559	2,674	0	976	0	0	134
Speedy Services	2,876	0	1,025	0	1,851	0	0	0
Easi UpLifts	2,536	1,405	848	103	30	64	42	44
A-Plant	2,494	917	1,164	33	350	0	0	30
UK Platforms	2,257	863	1,394	0	0	0	0	0
Kimberly	2,140	804	1,277	3	54	0	0	2
Hi-Reach	1,931	611	832	21	445	0	0	22
Hewden	1,600	850	750	0	0	0	0	0
Loxam	1,585	620	675	0	0	140	150	0
Charles Wilson	923	395	470	8	40	0	0	10
Facelift	781	237	351	33	7	82	25	46
GT Access	701	225	412	17	43	0	1	3
Lifterz	575	157	309	1	107	0	0	1
Access Hire Nationwide	503	0	0	0	0	48	455	0
Highway Plant	460	155	250	5	35	0	0	15
Riwal	456	140	300	15	0	1	0	0
Elavation	375	155	200	10	5	0	0	5
KDM Hire	365	93	237	4	24	1	0	6
Horizon Platforms	353	66	242	0	44	0	0	1
Aerial Platform Service	330	130	180	10	5	0	0	5
London Tower Service	330	70	180	0	80	0	0	0
Manlift	317	153	121	7	3	27	2	4
GPT	290	140	140	0	0	0	0	10
Mr Plant	280	38	166	1	75	0	0	0
Peter Hird	268	131	127	0	10	0	0	0
PAS	240	113	127	0	0	0	0	0
2 Cousins	230	75	148	4	2	0	0	1
Plant Finder	225	100	70	15	40	0	0	0
Premier Platforms	161	51	110	0	0	0	0	0
Bella Access	135	35	86	0	14	0	0	0
Clements	135	50	60	3	10	0	2	10
Southern Cranes & Access	106	64	42	0	0	0	0	0
Orion Access	92	18	25	12	1	35	0	1
Higher Access	82	0	0	82	0	0	0	0
Rapid Platforms	79	28	22	14	4	10	0	1

Access continued







LARGEST TRUC	K MOUNTED LIFTS
Company	Height & Model
McNally	101m Palfinger WT1000
Blade Access	101m Palfinger WT1000
Riwal	101m Palfinger WT1000
Easi-Uplifts	88m Bronto S90HLA
Nationwide Platforms	68m Bronto S70XDT
AA Access	68m Bronto S70XDT
Loxam	63m Mutitel J2365TA
Facelift	59m Bronto S61XDT
Orion Access	59m Wumag WT610
Manlift Hire	54m Wumag WT 560
Wilson Access	51m Wumag WT530
Elev8	50m Bronto S50XDT
Rapid Platforms	43m Wumag WT 450







LARGEST PLATFORMS								
Company	Booms	Scissors	Spider Lifts	Push arounds	Truck mount	Van Mount	Trailer lifts	
Nationwide Platforms	46m JLG 150HAX	32m Liftlux SL320/25	27.7m Omme 3000RBD	5.1m Power Tower	68m Bronto S70XDT	16.5m Versalift ET46NF	15m Niftylift T170	
Facelift	46m JLG 150HAX	15m Skyjack 9250	36m Palazzani Mantis	12m Haulotte Quick Up 14	59m Bronto S61XDT	13m Ascendant VM15	15m Niftylift T170	
Hi-Reach	46m JLG 1500SJ	31.7m Holland Lift G320D	28m Teupen Leo 30GT	4.4m Pop-Up Push	n/a	n/a	15m Niftylift T170	
Riwal	46m JLG 150HAX	31.7m Holland Lift G320D	48m Teupen Leo 50GT		101m Palfinger WT1000		•	
Easi Uplifts	46m JLG 1500SJ	24.5m Liftlux SL245-25	50m Skako Lift FS 520C	11m Genie AWP 30S	88m Bronto S90HLA	12.5m GSR 125RA	15m Nifty T170	
KDM Hire	41m Genie Z135	20.5m Liftlux SL205 25	23m CTE 230		20m CTE20CH		15m Nifty T170	
Hewden	41m Genie Z135/70	31.7m Holland Lift G320D					·	
UK Platforms	41m Haulotte H43TPX	31.7m Holland Lift G320D						
PAS	41m Genie Z135/70	32m Liftlux SL320						
Charles Wilson	41m Genie Z135/70	16m Genie GS5390	12m Hinowa GL14.70	4.5m Boss X3			15m Genie TZ50	
Manlift Hire	41m JLG 135	21m Liftlux 2312	32m Palazzani Ragno 34	14m Genie AWP45	54m Wumag WT560	12m Nifty 140	20m Omme 22m	
A-Plant	41m Genie Z135/70	24.5m Liftlux SL245-25	17m Niftylift SD Boom	4.5m Pop-Up Plus			10m Niftylift T120	
Kimberly	41m Genie Z135/70	31.5m Holland Lift G320DL30	28m Teupen Leo 30GT	7.5m Genie AWP25S			15m UpRight TL49	
AFI	41m JLG 1350SJP	31.7 Holland Lift G320D	n/a	5.1m Power Tower	n/a		10m Nifty T120	
Aerial Platform Service	41m JLG 1350SJP	26m Liftlux SL260-25	n/a					
Plant Finder	41m Genie Z135/70	16m Genie GS5390	21m Hinowa Lightlift 23	5.1m Power Tower				
Active Platforms	38m Genie S125	16m Genie GS5390	16m Teupen Leo 18GT				11m Aerial K13	
GT Access	26m Genie S85	15m Holland Lift	28m Teupen Leo 30	4.5m Boss X3	18m CTE Zed20		17m Nifty 170	
Southern Cranes & Access	26m Genie S85	10m Snorkel 3284	n/a					
Lifterz	24m Genie Z80/60	20.5m PB Liftechnik 225-120	19m Bluelift C21	5.1m Power Tower PP10	n/a		10m Nifty T120	
Peter Hird	24m Genie Z80/60	16m Genie GS5390	n/a	7.5m Genie AWP25S	n/a		n/a	
Premier Platforms	24m Genie Z80/60	13.5M Skyjack 9250				16m Ascendant A18-13TJ	10m Niftylift 120T	
Horizon Platforms	20m JLG 660SJ	16m Genie GS5390	n/a	4.5m Boss X3	n/a	n/a	10m Niftylift 120T	
Bella Access	19.8m Genie S65	12.5m Skyjack 88410		4.5m Boss X3				
Mr Plant Hire	19m Nifty HR21DE	12.5m Skyjack 8841	n/a	5.2 Boss Youngman	n/a			
London Tower Service	19m Nifty HR21	13.5m Skyjack 9250	n/a	5.1m Power Tower	n/a			
Rapid Platforms	19m Nifty HR21	13.5m Skyjack 9250	27m Skako Lift FS290	11.1 Genie AWP36S	43m Wumag WT 450		10m Nifty 120	
Clements	19m Nifty HR21	12m JLG 3969	14m Nifty VM160	9m Genie AWP30	n/a	14m Nifty VM160	19m Nifty 210T	
Orion Access	18.9m Upright AB62	10m UpRight XRT33	32m Palazzani TSJ 34	13m Genie AWP47	59m Wumag WT610		10m Aerial 120	
2 Cousins		10.14m Skyjack 6832RT	15m Hinowa 17.75	11.1 Genie AWP36S	n/a		10.2m Niftylift 120T	
Fork Rent	17.65 Manitou 180ATJ	5.8m Skyjack SJ3218	N10.2 Nifty TD120TN					
Tracked Access	10m Toucan T1010	5.8m Snorkel S1930	46m Palazzani XTJ48	6m Genie IWP20				
HSS	10m Nifty HR12	10m Genie GS3246	n/a	5.1m Power Tower	n/a		11.5 Upright TL38	
Higher Access	n/a	n/a	35m Omme 3700J	n/a	n/a	n/a	n/a	
The Spiderlift Company	n/a		48m Teupen Leo50GT					
Speedy Services	n/a	5.9m Skyjack SJ3219	n/a	4.5m Pop-Up	n/a	n/a	n/a	



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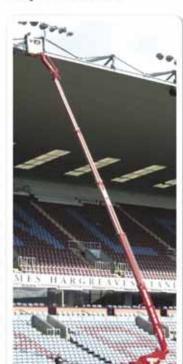
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Innovations















LARGEST SPIDER LIFTS										
Company	Metres	Model								
Easi-Uplifts	50m	Skako Lift FS 520C								
The Spider Lift Co	48m	Teupen Leo50GT								
Riwal	48m	Teupen Leo 50GT								
Tracked Access	46m	Palazzani XTJ48								
Facelift	36m	Palazzani Mantis								
Avon Access	35m	Omme 3700RJ								
Higher Access	35m	Omme 3700RJ								
Orion Access	32m	Palazzani TSJ 34								
Manlift Hire	32m	Palazzani Ragno 34								
Kimberly	28m	Teupen Leo 30GT								
GT Access	28m	Teupen Leo 30GT								
Acrolift	28m	Teupen Leo 30GT								
Nationwide Platforms	27.7m	Omme 3000								
Highway Plant	27.7m	Omme 3000								
Rapid Platforms	27m	F.Schmidt FS290								













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Telehandlers

This is the ninth year that we have been covering telehandlers and after excellent progress last year have struggled this year to get rental companies to respond. It seems that like farmers when times are good they keep to themselves. We have therefore had to estimate more fleets this year than we would like, but thanks to the help of a number of industry insiders we feel that we are not far off with most of those we have had to estimate. What is a surprise is that for an industry or rather a product category that is doing exceptionally well, fleet sizes have only grown modestly. This might be related to the fact that new product lead times were seriously extended during

the first six months or so of our survey period and a lot of the investment has gone into fleet upgrading and renewal rather than expansion.









TOP 30 TELESCOPIC HANDLER COMPANIES												
Company	Total Units	Fixed	Largest fixed	360°	Largest 360°	Compact	Main brand	Depots	Employees	Investment past 12 months		
Fork Rent	1,692	1,452	17m	0	n/a	240	JCB	2	55	£28,400,000.00		
UK Forks	1,155	995	18m	25	25m	135	JCB	6	90	£4,400,000		
Hewden	1,135	960	17m	0	n/a	175	CAT	38	1,000	£0		
A-Plant	1,087	1,087	17m	0	n/a	0	JCB	109	1,930	£8,500,000		
Charles Wilson	485	485	18m	0	n/a	0	JCB	12	210	£3,500,000		
Hessle	445	420	18m	25	30m	0	Manitou	3	28	Not Disclosed		
Hawk	300	300	17m	0	n/a	0	JCB	6	600	Not Disclosed		
Anderton & Kitchen	245	225	18m	5		15	JCB	4	60	Not Disclosed		
Selwood	235	185	17m	0	n/a	50	Merlo	30	418	Not Disclosed		
GPT	215	190	17m	25	21m	0	Manitou	10	100	Not Disclosed		
One Call	210	165	17m	0	n/a	45	JCB	7	85	Not Disclosed		
Greenwood Hire	205	115	10m	75	25m	15	Merlo	4	n/d	Not disclosed		
Jarvie Plant Group	200	150	18m	25	30m	25	Manitou	8	n/d	Not Disclosed		
Easi-UpLifts	195	137	18m	19	30m	39	Manitou	12	120	Not Disclosed		
Lynch Plant Hire	150	150	18m	0	n/a	0	JCB	2	300	Not Disclosed		
HE Services	140	140	17m	0	n/a	0	JCB	11	200	Not Disclosed		
Geoff Huntley Plant	138	129	17m	0	n/a	9	JCB	1	10	£557,000		
MJ Hire	105	85	17m	0	n/a	20	Manitou/JCB	12	150	Not Disclosed		
Emmitt Plant	96	78	17m	8	16m	10	JCB	9	25	Not Disclosed		
Marsh Plant	75	75	17m	0	n/a	0	Manitou	7	120	Not Disclosed		
Hi Reach Access	73	73	17m	0	n/a	0	JCB	7	65	Not Disclosed		
CBL	70	65	17m	5	25m	0	Merlo/Manitou	9	150	Not Disclosed		
Nixon Hire	70	70	17m	0	n/a	0	JCB	14	260	Not Disclosed		
UK Platforms	55	55	17m	0	n/a	0	Haulotte	10	104	Not Disclosed		
Wilmslow Plant	50	50	17m	0	n/a	0	JCB	1	10	Not Disclosed		



The Manitowoc family of cranes



Taxi?

Over the years the notion of what constitutes a taxi crane has changed and it is currently in a state of change again as crane rental companies appear to be moving back towards units that can travel fully self-contained with everything on board and still be fully legal, ideally without the need for special permits. In spite of this there are many companies that consider taxi cranes top out at around 100 tonnes capacity - a notion that not so many years ago would have had them laughing in the aisles.

So what makes a taxi crane?

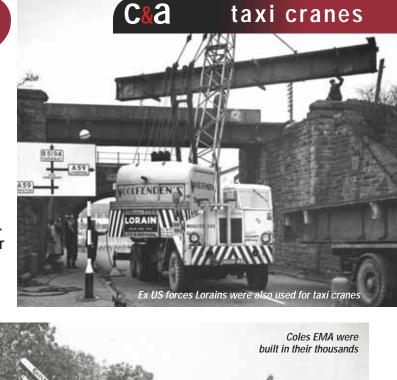
The concept has certainly changed over the years and while there are small All Terrains and truck mounted lifts that fit the bill perfectly, there are many other types of cranes that can also be classified as a taxi crane.

It wasn't that long ago that a 25 tonner was viewed as a big crane. Taxi cranes back then were mostly cantilever lattice boom cranes, initially war surplus models such as the Coles EMA (Electric Mobile Aerodrome) cranes. These were built in their thousands and formed the backbone of the emerging crane hire industry which began in the UK. Another source of cranes for the emerging rental sector was ex-US forces equipment, particularly Lorain cranes which had been shipped over to support the war effort and were then sold off at auction, rather than shipping them home.

Hydrocon success

The need for greater lifting heights resulted in a number of cranes with folding lattice booms and some - like the Hydrocon cranes - that stowed extra sections on the deck. The Hydrocons were a great success in the post war rebuilding of Britain, and were extremely popular for steel work erection. The company was formed in 1949 and many of the growing crane hire companies replaced their ex-military cranes with Hydrocons.

Hydrocon claimed many innovations including the first crane to be operated by hydraulic drive rather than the mechanical clutch and brake system, the first user of



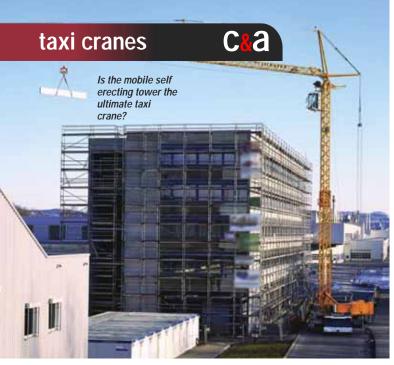


fibreglass in the UK for cabs and the first crane to carry its own boom sections. Another feature first seen on the 50 ton Hampden model was that the operator's cabin could tilt back to allow the operator sight of the end of the jib. Ease of operation was also major sales feature. While they had their day and their place, these early cranes spurred on the development of the telescopics of the early 1960s which soon started taking over taxi crane work and within 10 years the small lattice crane was fading fast.

Many consider that any crane that is fully self-contained - carrying everything needed for the lift on board ballast, mats, slings etc that can travel without special permits/escorts - is a taxi crane. The latest crane that adopts this philosophy is the 60 tonne class Terex Challenger with 50 metre boom. However this 'self contained' idea can include AT cranes up to 100 tonnes maximum capacity.

Hydrocon cranes were a great success in the post war rebuilding of Britain, and were extremely popular for steel work erection.







Mobile tower cranes the ultimate taxi?

But moving away from lift capacities, what about other types of crane such as the mobile selferecting tower crane? While it can out-pick a 350 tonner in many configurations and may have up to seven axles, it travels ready to work and is able to start lifting a load some 15 minutes after arrival on site. As well as these features its main tour de force is that it can do this in a narrow city street, often only taking up the width of a single lane, meaning less traffic congestion. While it might not be what many think of as a 'taxi crane', it is hard to argue against. In fact it may well be the ultimate taxi crane and if so, SpieringsCity Boy might be seen as the current ultimate mobile ower crane?

Although launched at Bauma 2010, the SK387-AT3 - or City Boy as it was called - was put on hold as Spierings ran into difficulties. Although Spierings Kranen remained in business it shed a large number of its 140 employees and was forced to concentrate on its current order book and product support for its 700 plus crane population. However the company appears to be ready to re-launch the single cab, environmentally friendly City Boy which has many features in common with city-type AT cranes. Lighter and more compact than anything that has gone before, the City Boy has a 2,000kg lift capacity at 36 metres radius and 30 metres height. Alternatively it can lift the same load to a height of 53 metres at a radius of almost 26 metres. Maximum capacity is 7,000 kg at up to 9.5 metres. The crane's chassis length is 9.7 metres with an overall width of 2.5 metres, in addition the crane includes a battery pack allowing it to both drive and operate electrically, ideal in areas where noise or emissions are an issue. The drivers cab ingeniously rotates through 90 degrees and is used as the elevated operators cab giving a better view of the lifts.

The Japanese City Invasion

At the smaller end of the market the city cranes from Japan are ideal for taxi crane work and are hugely popular in their home market. The sector pioneered and developed by Kobelco with the original two axle, seven tonner in the late 80s along with Kato and Tadano put paid to the 25 top 50 tonne Japanese truck crane market and several small European cranes.

The Kato CR-100 arrived in Europe in early 1999 - a year after its bigger 25 tonne brother - having sold more than 2,800 units in Japan. The CR-100 featured a six section, fully powered, synchronised boom with a reach of 23.5 metres, lifting 10 tonne through 360 degrees. As with the larger version, twin hoists were standard and the fly jib had offsets of 15, 30 and 45 degrees. Measuring less than two metres wide and 2.8 metres high the unit was very compact. Both machines – and similar type units of that

era – are still in use by end users and numerous rental companies earning working regularly and earning good rates.

However while very popular in towards the end of the 1990's and early 2000's small Japanese cranes such as the 10 tonne Kato CR-100 and the 25 tonne CR-250 fell foul of engine legislation and were no longer available in Europe as official imports leaving a hole that has never really been filled. Their place was partially taken up by the small City cranes such as those made by Terex, however relatively high purchase prices coupled with uneconomic rental rates meant that sales were low and therefore very few manufacturers offer City or even standard AT cranes less than 35 tonnes capacity. In fact it has often been joked that if you need a taxi, it is cheaper to hire a 25 tonne crane, complete with operator and have him drive you around than to hire a London cab! This is closer to the truth than you might think.



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The Group





Ask the average crane man to name the most popular mobile crane built today and you'll get all manner of responses, and yet the answer is not a close run thing. 25 tonne truck cranes, once the bedrock of the European taxi crane market, make up the vast majority of mobile cranes built today. However virtually all of them are built and sold in China's domestic market. The cranes are so inexpensive you would think that they would be the solution to Europe's low rental rates for this size of crane? Think again though, in spite of all the moaning about rental rates crane rental companies do not seem ready to move back to truck cranes anytime soon - at the moment it is quality, specification, resale values and regulations that prevent this happening, at least on the surface. Crowland Cranes and Zoomlion have done more than anyone to deliver a product that is up to European standards and expectations and yet buyers are not exactly flocking to their door, although trials have gone well. Perhaps the industry needs to follow Geoffrey Marsh of the UK's Marsh Plant view and focus on financial returns for each crane, rather than how sexy the equipment looks with their name on the side?

The latest taxis

Moving back to the All Terrains, the smallest city cranes from the mainstream suppliers are now in the 30 to 50 tonne range and one that looks set to change the market or at least have a profound impact on it is the Liebherr LTC1045-3.1. With its single movable and elevating cab it is ideally suited to local taxi work being compact,

quick, fully self- contained and versatile. Another new addition is the slightly larger capacity Terex Challenger 3160 (and 3180 for the UK market).

In our February 2012 issue of Cranes and Access we took an in-depth look at both of these cranes – the result of the major crane manufacturers re-thinking the design concepts of smaller capacity mobile cranes.

The LTC 1045-3.1 is Liebherr's smallest mobile crane and has several unconventional features the most striking is its telescopic boom mounted single cab which can be moved front and back giving optimal road visibility or when on site in lifting mode. There is also the option of elevating the arm to an eye level height of almost eight metres particularly useful when working close to obstructions or loading into a container or ship. Terex says that the Challenger is "a new breed of one-man taxi crane" carrying everything needed for one person to drive to site, rig and set-up the crane and carry out the lift – without having the need to work at height. The boom can be lowered to five degrees below the horizontal, allowing quick and easy ground level assembly of the extension or re-reeving of the hook block. The three sheave Vario-Hook system with 18mm (six tonne single line pull) rope reduces rigging time and the weight of on-board equipment.

Working within the 12 tonnes per axle (36 tonne GVW) European road regulations, the 3160 has a capacity of 35.6 tonnes at four metres and can also conform to 10 tonne axle load requirements if needed, using its counterweight self-rigging ability





for a vehicle weight of less than 30 tonnes. For the UK market the Challenger 3180 comes with an extra 5.3 tonnes of counterweight, all wheel drive - rather than 6x4x6 - and can carry the 16 metre bi-fold swingaway extension on board with 800kg of accessories such as outrigger pads, chains and hook block for a fully equipped GVW 46 tonnes or 15.5 tonnes an axle.

Technology may be a saviour?

The true test of the taxi crane is its speed, manoeuvrability and ability to carry out several jobs a day. This increase in utilisation is essential if rental companies are to make money in this end of the business. When things go well and with a good hire desk/dispatcher at work this can still be a highly lucrative business.

Looking at it this way it is easy to see how new technology might even make this sector more efficient. Developments such as GPS and telematics allow dispatchers to see exactly where the crane is and speak to the operator for updates on how a given job is going. It is even possible for the operator to carry a credit card machine to take payment from cash customers helping with the industry's serious on-going credit control issues.

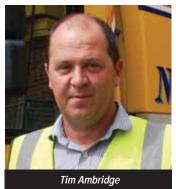
In a busy city environment it is also possible to envisage cranes parking up waiting for the next job rather than returning early to base. With live tracking the dispatcher can often tell when the job has been completed before the operator calls it in. Some companies are also looking hard at rental yields offering lower prices for customers who can afford to have a lift done on standby rather than at a specific time.

While mobile cranes have generally moved up in capacity vacating some of the smaller work to telehandlers and loader cranes, the mobile taxi crane is far from dead and technology and smarter working practices may yet encourage a renaissance?

Totally disillusioned

UK based rental company NMT Crane Hire was formed by three brothers - Nick, Mark and Tim Ambridge (hence the NMT name) more than 35 years ago. Originally it was set up as a recovery business in Marston Moreteyne between Bedford and Milton Keynes, however for the last decade or so cranes have dominated. Mark Darwin visited the company and spoke with managing director Tim Ambridge to find out more.

With a fleet of 26 cranes ranging from a 10 tonne Kato up to a seven axle Spierings and 350 tonne Terex AC350, NMT has a broad spread of cranes, including many that qualify as taxi cranes. In spite of the recession and increasingly difficult trading conditions, the company has continued to add new cranes to its fleet, including a Terex Challenger 3180 and it still has a 'yet to be launched' 1,200 tonne Terex AC1000 on order. However with a delivery date still not confirmed since placing the order a few years ago, Ambridge is quite taken by the recently unveiled Liebherr LTM 1750-9.1 although he says its 50 metre boom 'could be longer'.



"As a company we always go bigger than we need so instead of purchasing a 300 tonner we would tend to buy a 350 tonner," says Ambridge. "We are currently looking at a four axle Liebherr MK mobile tower crane but as per the 'going larger' principal, we will probably go for a five axle which is only about half a metre longer. The new Spierings City Boy - which is being re-launched in mid September also interests us because it is very compact. The only problem with the six and seven axle machines is the

length of the chassis otherwise they are great cranes for working in confined, narrow streets in city centres."

Mobile tower taxi crane

But can a mobile tower crane be classed as a 'taxi crane'? "To me a taxi crane has a single cab, negative angled stowed boom, four wheel steer and be able to access tight situations," he says. "All Terrain cranes in the UK up to about 100 tonners carry all or most of their ballast and can be ready to lift pretty rapidly. Our 100 tonne, four axle Terex AC100/4, for example carries 21 tonnes of its total 26 tonnes on-board - we rarely use the additional five tonnes. The 100 tonners with 60 metre main booms have been very popular because of their compactness and long boom. Our new Challenger 3180 is the next step down a 60 tonne crane with 50 metres of boom - and as such it may achieve 70 or 80 tonner rates, but only if the job needs a long boom and a lighter lift."

Finding operators

"One factor that does help are concessions if you employ an unemployed person. We struggled to find trained operators up until 2008. Since the recession hit it has been easier to recruit, due to redundancies and closures. But over the last few months it has begun to get difficult again. To combat this we instigated a programme six years ago to put HGV 1 and HGV 2 drivers through the crane operator course. Of the eight that completed the programme six are still with us. There are numerous HGV drivers asking about work but they need

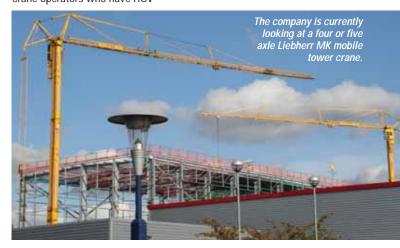


taxi cranes

crane operator training and the main downside for them is the weekend work - people now want a lifestyle that doesn't include working weekends."

NMT operates a system where every Monday operators put in either to work or not work the following weekend. However with many jobs booked later in the week it is a balancing act finding enough operators. "Trying to man a 350 tonner at a weekend when three of your drivers have booked off is tricky. You often have to bring in crane operators who have HGV

licences to drive the ballast trucks. leaving you short on the cranes. We have 26 cranes with around 21 operators, plus three to four artic drivers, so if all cranes are out we have to bring in agency HGV drivers. Legislation limiting the number of hours worked is also a problem. Some operators may be available but have already worked too many hours," he says. "While tachographs are not required on cranes. I know of some crane companies that have had drivers stopped for driving too many hours."





A 20 tonne rolling road

NMT is one of the few companies in the UK to have installed a 20 tonne rolling road at its head office workshops. "We went through a phase of having MOT failures on brakes, so we decided to install the rolling road. As usual we opted for the larger 20 tonne per axle rather than the 16 tonne version but now we can accommodate the larger cranes," says Ambridge.

"When we inspect the lorries every six weeks and cranes every eight weeks we carry out a brake inspection and tests as well. We also change the hub oil every three to four months and check all the brake linings. With crane MOTs (Ministry of Transport road worthiness test) in the news it was a good investment for us. Over the past two years we haven't had an MOT failure due to brakes however it makes me wonder what other crane/haulage companies do. We come from a recovery background and have seen the results of lack of maintenance."

But brakes are not the only undercarriage problem. With European crane chassis generally designed for 12 tonne per axle how do they cope with the extra loads imposed under UK STGO rules?

"Speed resulting in excess heat is the main problem for tyres, particularly when travelling at 50-55 mph. Even if reduced to 40 mph there can still be blow-outs if the tyre is underinflated. We give all drivers tyre gauges and insist they keep an eye on the speed. At 40 mph there are generally no problems."

A weight problem

"The UK rationale for the increased axle loads is to reduce the number of vehicles on the road – possibly one ballast lorry rather than three," explains Ambridge. "As long as the total Gross Vehicle Weight – the tractor unit, trailer and load - is not more than 100 tonnes then that is acceptable. Some companies are travelling with a GVW of 120 to 130 tonnes and that is when there is damage and blowouts etc."

"We run at around 96 tonnes unless carrying a large single item - in excess of 35 tonnes - when the GVW can exceed 100 tonnes.

Ballast tends to be 10 tonne slabs so trucks carry about 70 tonnes. I remember one crane company which bolted the ballast together to make them one piece to get around the weight legislation."

Is moving cranes a problem?

"Weight is the main problem because over a certain weight you have to get an approved route from the local authority which usually takes two days. Some authorities are talking about requiring five days notice, which would be unworkable. There is no cost for approved routing but the time taken can be the difference of being able or not to carry out the lift. Generally we route most cranes over 80 tonnes however there are areas - such as parts of Yorkshire - with weak bridges so a 50 tonner may have to have its route cleared. Motorway work is not generally a problem, it tends to be more when travelling in city centres. However even when the route has been approved there can still be narrow roads and hump back bridges. At the end of the day the crane hirer should ensure that

the route is ok but that would mean checking the route out in advance. With time constraints and low rental rates that is totally impractical."

Dire rates

The main issue affecting all crane rental companies is rental rates. "We purchased a 200 tonne crane in 1993 and the rental was £2,700 for the first day and then £1,600 thereafter. Today, 20 years on, we get £2,200 and then £1,200-£1,400. The rate for a 50 tonne crane should also be double what it is. A couple of years ago we were getting £500 per day but this is now down to £450-£475."

NMT does have other sides to its business including a Hertz car and van rental agency and a recovery truck division. It still offers crane recovery services however the crane rental business accounts for between 80-90 percent of revenues.

"We have been in this sector for 35 years and nothing has really changed - the whole sector needs a shake-up. The annoying thing is we can be squeezed on a 25 tonne rate to about £300 and yet there is no argument over the £250 for a banksman which is why there is a growth in contract lift companies. They source cheap crane rentals and do the job with just labour. Perhaps we should sell all the cranes, pocket the money and just supply labour and do contract lifting?"

Hard times

"Everyone said contract lifts were a good thing that would increase rates but companies are now doing contract lifts for the same price as CPA standard lifts," says Ambridge. "There is therefore less money for buying cranes and cash flow is

Two cranes outside the NMT workshops at its head office in Marston Moreteyne situated between Bedford and Milton Keynes.



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NMT has a variety of equipment under the Global Film Supplies banner such as this Hinowa tracked platform.

always a problem particularly as we are kept waiting three, four or five months to be paid. We are better than most as we have other divisions and own about 80 percent of our cranes outright, how others survive is beyond me. To work for the major contractors you have to fill out a mountain of paperwork and then wait a minimum of 90 days for payment. We have had a few instances of cross hiring to other crane companies that have gone bust. They then set up again and undercut us. Why are we financing them? We are pretty disheartened to be honest and can't see anything changing." Despite all of this, NMT is still buying cranes. Between 2008 and 2012 it cancelled a couple of orders but still took delivery of eight cranes, three over 200 tonnes capacity.

Film work

In an effort to diversify into different sectors, NMT supplies cranes, access equipment and telehandlers to local film studios under the Global Film Supplies banner. "We have a 12 metre Genie and 17 metre JCB telehandler, a 19 metre tracked Hinowa platform, a Genie Z45 and 53ft Genie scissor which are all out on film sets (currently Fast and Furious 6). It is good work but all equipment has to be delivered on time, be clean, presentable and reliable."

The cranes we supply for films are generally much larger capacity than required as the stronger booms flex less when doing stunts. Therefore if they need a 100 tonner they will probably opt for a 160 tonner.

We did a lot of work on the latest Batman movie – The Dark Knight Rises - at Cardington, now the film has finished they are ripping the Gotham city set out. There is talk however of a film studio taking one of the enormous hangers as a purpose-built studio which would be good for us."



With films being made locally at Cardington Hangers MMT invested in these JCB Workmax utility vehicles.

NMT Tri-loader

At Vertikal Days, NMT launched the new Tri-loader which makes it safer and easier to load equipment. "This was originally my father's company which he bought about 15 years ago. We took over running it after he passed away, continuing to build a larger, heavy-duty loader – the one unveiled at Vertikal Days. It is more expensive than others, but we saw a gap in the market for a loader that improves safety by loading at a low level which also does away with side rails and having to work at height to tie the equipment down. Perhaps it is ahead of its time and may come into its own in a few years time."

Disillusioned

"It is one price increase after another yet rental rates stay the same, perhaps it is time to downscale," says Ambridge.
"Mobile towers and the 200 and 250 tonners are always busy. It might make sense to get rid of the smaller cranes which is half the fleet and at least run cranes that make some money......"



A work of art

At the height of Fashion Week in Paris last year, local transport and crane rental company Cauvas had to find a crane compact enough to access the inner courtyard at the Louvre, yet with enough capacity to place the 3.5 tonne carousel drive unit - to power a rotating platform in the runway tent - at a radius of 25 metres.

Based on the outskirts of Paris, Cauvas selected its 100 tonne four axle Terex AC 100/4L to lift the drive unit through a very small opening in the top of the tent, because as well as handling the load it was also compact enough to pass through the museum's narrow entrance tunnel.

Company director Jean-Pierre Cauvas said: "We needed a selfcontained crane that could do the job fast, with no need for other equipment. It had to offer a combination of compact size and lifting performance and our AC 100/4L – at 2.55 metres wide - was the only crane that could pass through the 2.63 metre wide entrance and then lift the 3.5 tonne drive unit at a radius of 25 metres." The load was placed parallel to the tent and was lifted to a height of about 10 metres. After slewing 90 degrees, the drive unit was positioned directly above a





rectangular opening limited by the structural metal framework of the tent and barely wider than the load itself.

Rigging lines had been secured to the load beforehand, so that riggers positioned inside the tent could align the load with the opening before lowering the drive unit onto the carousel structure. The entire operation took only half an hour.

"We bought our AC 100/4L last June," said Cauvas. "It's a versatile crane - we can easily de rate it to 60 tonnes, and then gradually increase the configuration up to 100 tonnes. So, depending on the job, we don't have to use all of its counterweight. Its simplicity of operation also makes it easier to change operators, if necessary and it uses less fuel than the older 50 tonne capacity class crane."



Carcassonne Old Town

Installing an air-conditioning system on the roof of a hotel in the famous old town of Carcassonne in the south of France called for the use of a mobile crane but only one that could pass under the low medieval gateways leading into the Old Town.

Local crane rental company Hugon decided to use its compact 45 tonne capacity Liebherr LTC 1045-3.1. The unit is only three metres high when on the road. While the LTC 1045-3.1 is a typical one-man taxi crane, Hugon sent along an extra man to help because in some places there was hardly space to put a hand between the crane and the ancient walls. The air conditioning unit only weighed two tonnes, but the area for setting up the crane was so restricted that the outrigger base had to be drastically reduced. Hugon has a fleet of 27 mobile cranes virtually all Liebherr - largest is the 350 tonne LTM 1350-6.1 - and also runs a fleet of aerial work platforms.







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Back to normal?

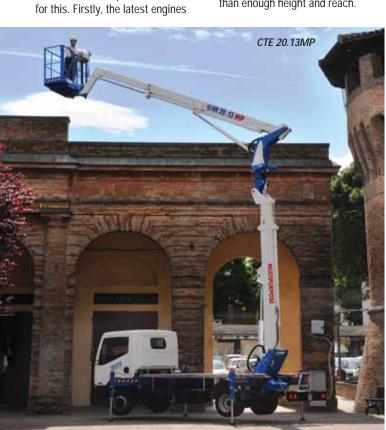
The small truck and van mounted lift market is in a constant state of flux. In recent years developments have been driven by the increasing number of European drivers limited to 3.5 tonne vehicles, resulting in several manufacturers 'pushing the envelope' and developing 26 metre articulated and 27 metre straight boom platforms.

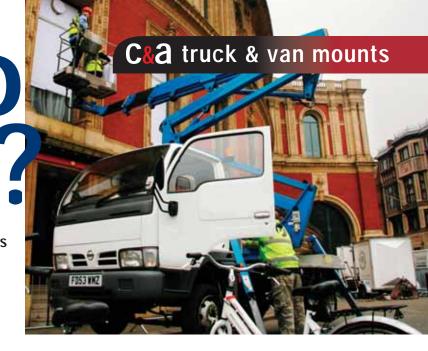
A year or two ago the more unusual CTE 20.13 MP offered a different take on the traditional truck mount, while the Cela DT21 and 24 built on Multitel's MX design. Neither have really captured the imagination of buyers and have only taken a relatively small slice of the 3.5 tonne market.

Recent platform launches have tended to be more on the 'conservative' side, offering the operator a stable and secure 20-22 metres working height machine with the performance well within the capability of the chassis.

There are several possible reasons for this. Firstly, the latest engines

that comply with the increasingly strict emission regulations are now larger and heavier, increasing the gross weight of the chassis and making it increasingly difficult for the manufacturers to add longer, heavier booms for increased working heights while keeping within the weight boundary. Secondly with machines becoming more and more popular and 3.5 tonne platforms being driven more by 'Joe Public', rental companies want simple to drive and operate machines that feel stable and inspire confidence during use. For most tasks being carried out by these platforms, 20-22 metres is more than enough height and reach.





Not enough platform capacity?

Here might be a good time to mention platform capacity. Manufacturers typically followed the EN280 standards allowing 80kg per person plus 40kg for tools - resulting in a standard 200kg maximum capacity. Perhaps some operators in their birthday suit may beat the 80kg, however with the average weight of people in most western countries on the increase I would suggest that most reasonably well-built male operators - also wearing protective clothes, boots, harness, jacket and hard hat etc would probably be closer to 100-120kg making even a 230kg basket capacity really just a two man and no tools affair.

It is good to see that some of the latest crop of platforms have increased platform capacities up to the 250 to 300kg range and these tend to be the less extreme working heights - ie 18-22 metres. An example of this is the latest 3.5 tonne CTE Zed21JH truck mounted lift unveiled at Intermat in April. One of the first units has been delivered to Bishop's Stortford-based Rapid Platforms in the UK. The 21 metre platform offers up to 10 metres of outreach but more interestingly has a 300kg unrestricted platform capacity.

A few months later at Vertikal Days, CTE launched its second generation 20 metre Zed20C. While more evolutionary than revolutionary, the Zed20C adopts many of the new ideas introduced by the Zed21JH including the 300kg platform capacity and the single action out and down H-type outrigger system. The use of Domex high strength

1200 steel in the lift structure - combined with a new boom design - helps improve platform rigidity, especially at full extension according to the company.

The 3.5 tonne truck mounted sector is dominated by Italian manufacturers including CTE, Multitel, Oil & Steel, CMC, Isoli and GSR with the UK's Ascendant also doing well. There is also no shortage of Italian manufacturers on the fringes such as Ram, Hinowa, Cela, Co.Me.t and Socage, while German manufacturers include Palfinger and Ruthmann

Bu why are the Italians so dominant in this area? Well one possible reason is that it was until the single market began to apply in the early 1990s Italy was not permitted to drive a self-propelled lift once the platform was raised. Towing trailers was also severely restricted so trailer lifts or delivering small







scissors behind a 4x4 were also non-starters. In Germany driving at height was limited to eight metres and a highly fragmented rental market may also have had an influence on small German truck mounted production.

The smaller the better

Another current trend is towards the 'environmentally friendly' truck or van mount which includes electric or bi-energy power and if working in town and city centres, a smaller chassis. At Vertikal Days Affordable Access unveiled a tiny 2.1 tonne Piaggio Porter Maxxis with a Co.Me.t 13.5 metre dual riser, articulated Eurosky boom. With about six metres of outreach and 200kg platform capacity it is ideal for inner city work and space restricted sites.

Measuring just 2.15 metres wide with the outriggers deployed, the platform has 360 degree continuous slew, 220 volts outlet in the rotating basket and the option of using an auxiliary engine to operate the platform rather than the truck's engine. Socage which pioneered this sector, also offers a machine on the Piaggio as well as one that it totally electric. This size of truck mount is certain to gain in popularity in the coming years. The major advantage of electric truck and van mounts is that they can work without noise pollution, carrying out maintenance and repair work outside normal working hours

4x4 growth

or in sensitive areas without a

problem.

Another growth area is cross country lifts on 4x4 chassis. The perennial Land Rover-based platforms are still relatively popular in spite of the problems of mounting a boom on a 50 year old vehicle design. True the Land Rover is very good at off-roading but it has a

cramped driving position and in platform mode, usually a very high centre of gravity making negotiating roundabouts very interesting.

Several manufacturers are looking towards other small 4x4 chassis such as the Ford Ranger/F150, and if additional carrying capacity is required then larger chassis up to six tonnes such as the lveco Daily available from 3.5 to 5.5 tonnes. With utility companies obliged to stop climbing towers and poles, this is another area set to grow.

Which ever way you look at it - development is good for the sector. There is still a growing demand for truck mounted lifts on chassis less than 3.5 tonnes because of the restricted driving licences. All that is needed is for more rental companies to expand their product offerings so that we all can benefit from the more unusual and versatile platforms.









truck & van mounts C&a

Affordable Access?

With so many truck mounted manufacturers it is becoming rarer to find something unusual and different. However Italian manufacturer Co.Me.t is spreading its wings and looking for new markets outside of Southern Europe. With several novel machines that warrant a closer look Mark Darwin visited its new UK and Ireland dealer Affordable Access and spoke to directors Tony Thornton and Phil Orwin to find out more.

Romsey, Hampshire-based Affordable Access specialises in tracked and 4x4 equipment. Its founder Tony Thornton started out as a tree surgeon in 1986 but now uses his skills working primarily for utility companies using a variety of truck and track mounted platforms.

In the early days constant reinvestment in equipment meant the company quickly built up its fleet - all being used in its day to day work. However it was not until it purchased a 26 metre truck mounted platform from Facelift in 2004 that the rental side of the business took off with local arborists.

the UK's major utilities companies
Thornton had ideas of machines that
would be useful but were not readily
available on the market. One of the
first 'specials' was an Italian Bimec
4x4 truck fitted with a 20 metre CTE
platform. Users thought the concept
was great but didn't like driving the
'agricultural' truck and the unit was
eventually sold. After that followed
other 4x4 truck mounted platforms
and tracked spider lifts.

Affordable Access Hire also includes tracked wood chippers, tracked dumpers, Polaris 6x6 AT vehicles, telehandlers and ground mats as well as a few electric and 4x4 scissor lifts – mostly equipment



"In the early days of hiring out the equipment it was often quicker for me to operate the platform rather than training others in how to use it," says Thornton. "Operated hire is something we still do today but not as much."

As the company grew it split into two divisions – platform rental and tree work. Working alongside one of

that gets to areas not accessible by normal vehicles. Its access fleet includes Niftylift SD170s, SUP spider lifts (S15s and S24s), an Omme 30 and a CTE Traccess 17. Truck mounts include several new Co.Me.t 22 metre platforms, a 12 metre X4 and 14 metre Piaggio Porter as well as a 26 metre CTE Z26 on a 7.5 tonne chassis.





"Run of the mill equipment you can find in any yard. Almost everything we have is tracked or 4x4 so we try and stick to the more specialist equipment," says Thornton. "In all we have more than 30 specialist ehicles and many go out for months at a time."

On the 4x4 side of the business it has 14 metre SUP UV145 Land Rover-based units, while Co.Me.t is currently mounting a 14 metre platform on Ford Ranger chassis. One of Affordable's most popular items of equipment is the 15 metre SUP S15 spider lift.

"We have had these machines for two years and never had a problem.

They are so simple and easy to operate that they are one of the best spiders I have seen for a very long time," adds Orwin. "It has the simplest emergency control system, the only one able to change baskets easily – take out one pin and easily change from fibreglass to metal in less than a minute and by yourself – and is priced very competitively given that it is a full two-man capacity with full non restrictive working envelope, 12 volt emergency descent and an articulated jib."

Affordable Access has been the

UK dealer for SUP Elefant since September 2010 and believes that the product could be market leader. "From a hire desk point of view the only phone call we receive is when it is ready to be off hired after completing the job. Other spiders are too complicated," says Orwin.

Affordable Access sold its first S15 spider lift to family run Evans Building and Plant Hire, of Bridport, Dorset last year following demonstrations from other manufacturers' products. The new unit is both diesel and AC powered and includes a 110 volt power supply, air and water feeds to the platform, a cable type remote control box and a quick change basket allowing a GRP platform to replace the standard cage.

"It is almost a year since we delivered this machine and the only problems is a broken stop button and a broken cap on the 110 volt outlet, apart from this it has performed faultlessly," says Orwin.

Affordable Access attended Vertikal Days for the first time this year – primarily with its Co.Me.t van mounted platforms - and the feed-back was very encouraging.

The Co.Me.t truck mounts are totally different to the usual van



mounted products," says Thornton.
"The X4 has a 12 metre working
height dual riser articulated boom
mounted 'lorry loader style' across
the chassis behind the cab.
The design means that there is a
clear pick-up body to carry tools or
other materials. With two outriggers
either side of the boom, outreach to
the rear is about 4.5 metres with
150kg capacity."

truck mount is ideal for inner city work and space restricted sites.

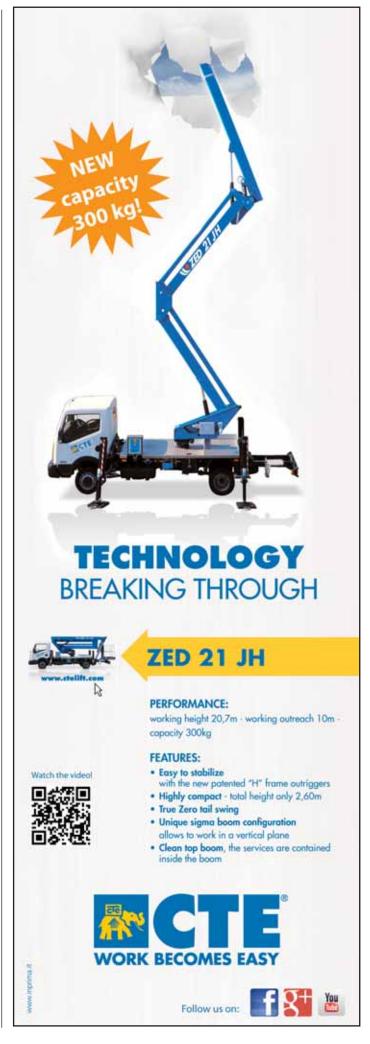
Measuring just 4,800mm long and 2154mm wide with the outriggers deployed, the platform has 360 degree continuous slew, 220 volts outlet in the rotating basket and the option of using an auxiliary engine to operate the platform rather than the truck's engine. All Co.Me.t platforms have low pressure



Another innovative platform is the new 14 metre Eurosky 14 which uses the Co.Me.t dual riser articulated telescopic boom mounted on the diminutive Piaggio Porter Maxxi chassis. With a working height of around 13.5 metres and just less than six metres of outreach with 200kg, the 2,100kg

hydraulic controls – no complicated electronics – which are simple to use and reliable.

"We are also working with Co.Me.t to mount the 14 metre boom on a Ford Ranger chassis," says Thornton. "The unit will be the only double pantograph boom on a 4x4 and the design ensures that the



truck & van mounts C&a

overall height of the platform is just higher than the Ranger's cab."

This design has obviously created a lot of interest as Affordable says that it currently has more than 80 units using the 14 metre boom on order for UK clients. Vertikal Days also added enquiries for up to 210 Co.Me.t truck mounts from just three customers. The main interest (120 units) is for the14 metre boom but mounted on various chassis with a good proportion on the Piaggio Porter and the X4.

"We currently have two X4s on 5.2 tonne chassis with chip bodies mounted behind the platform being built for arborists working for utility companies clearing trees around low voltage cables or tree trimming

expansion is the arrival of the second generation in management which is focussing on introducing more models to the range and on utility companies all over the world. This is excellent news for dealers such as Affordable Access in that the company is eager and willing to listen and implement new ideas. Co.Me.t was founded in 1960 and is based in San Giovanni near Bologna, Northern Italy where its 20,000 square metre facility includes the whole manufacturing process from design to the end product. In keeping with its utility company focus it also specialises in insulated booms. Its range of

platforms includes working heights

Although many replacement parts for the these machines can be sourced locally, Co.Me.t is sending a consignment of spares which will be housed in a new building/workshop unit located adjacent to the Affordable Access main head office.

"All parts are priced at cost plus a few percent for handling and delivery etc," says Orwin, "We both think it is outrageous the mark-up some companies add to spares that are readily available through other sources."

At the moment Affordable has 21 staff – four for rental and the rest in the arborist division. The company is currently advertising for engineers and hire desk personnel to expand the rental business – but still keeping to the 4x4 or tracked philosophy.

The morning of the interview both Thornton and Orwin – had for the second consecutive night – been working through the night a major utilities company helping repair damaged live electricity cables due to the very high summer temperatures - approaching 30 degrees centigrade – which meant the cables expand and sag by several metres, igniting nearby trees which then burn through the cable.

"Through the arb' side of the business - Thornton Associate Tree Services - we initially clear a route into the job where the live cable has broken so the electrical engineers can gain access and make the repair," said Thornton. "About 80 percent of the company work is for electrical contractors or the untilites companies.

We also use specialist equipment including the only Fellabuncher in the UK which can fell 600mm diameter, 24 metre tall trees as it drives, cutting, holding and then placing and stacking the trees. When there is a problem with a line, the power is turned off and the Fellabuncher goes in clears an area of trees quickly and safely without any climbing required. Trees in the live 'red' zone can be processed so much quicker than using older methods and cost savings are sizeable."





in urban areas," says Thornton.
"The advantage is that just one
vehicle can be used to carry out
the work and take away the chips.
With either a 5.2 tonne or 6.5 tonne
chassis it allows a good size chip
body to be installed."

Another string to the Affordable Access bow is its UK and Ireland dealership for the Big Astor pedestrian protection tunnels. The easy to erect system provides overhead protection to pedestrians while work continues above — ideal when carrying out property maintenance or keeping gangs dry when carrying out electricity cable repairs.

Another force behind Co.Me.T's

3.5 tonne chassis with in-board stabilisers making them suitable for narrow streets and inner city work.

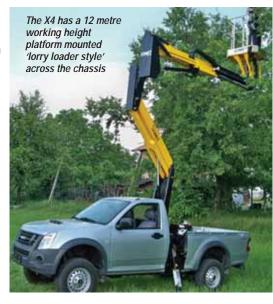
Its articulated telescopic platforms with dual risers and articulated jibs have working heights from 14 to 28 metres, while heavy duty versions (insulated if required) go from 31 to 44 metres working height.

Co.Me.t also produces tractor mounted platforms from 18 to 23 metres and tracked platforms from 12 to 17 metres. All models can be fitted with hydraulic outlets for high performance tools up to 700 bar. It is also thought that Co.Me.t is currently working on a 22 metre, road towable spider lift although this is still in its early stages.

Future plans?

"We will be adding to our 4x4 truck mounts with a 38 metre platform in the early part of next year," says Thornton. "Hopefully the 19 metre lightweight SUP spider will be available and this will be added to with a 30 plus metre spider and have 10, 22 metre platforms on Iveco chassis on order. We are looking to have a mixed self drive fleet starting at 12 metres. The Piaggio Porter chassis ticks all the boxes because it can be petrol, diesel, biofuel or electric. It is competitively priced – a 14 metre on the Piaggio is less than £40,000 - weighs just 2,100kg and can be hired out as a self drive for around £200 a day.

Because of its size and weight it can be used in shopping precincts and on paved areas, and can be driven in multi-storey car parks without a headroom problem."



Ever charge of the land of the

There are more than 40 manufacturers of truck mounted platforms fighting over a very fragmented global market. One of the market leaders is Palfinger which recently celebrated its 80th anniversary. Mark Darwin caught up with Stefan Kulawik at its recent dealer meeting in Austria to discuss the market and discover its plans

over the coming months.

"The truck mounted platform market is constantly changing," says Kulawik, "20 years ago demand was mainly for platforms mounted on a 7.5 tonne chassis with heights of 20, 25 and eventually 30 metres. However, over the past 10 years the selfdrive market has been growing and with it the 3.5 tonne chassis with platforms heights increasing from 10 metres to now typically 21 to 22 metres "

Palfinger introduced the recordbreaking 25.6 metre working height P260 in 2009 and although it has been surpassed by Ruthmann's 27 metre T270, the unit has sold nearly 300 units. The updated larger cage capacity P260B was launched at this year's Intermat, where it booked orders for 50 machines.

"Our philosophy is to offer the best combination of outreach, working height and platform capacity on each chassis and for us the most important factor in the self-drive 3.5 tonne and 7.5 tonne chassis sector is that the customer using the platform must feel very stable. We may have slightly lower maximum working heights than some competitors but customers come back to our products because they feel safe and comfortable when using our range of platforms."

"Rental rates are generally decided by the platform's working height and so the 21/22 metre platform is the most popular sector. Just five percent of all rental is in the 24 and 26 metre range although the rental



rates for these machines are significantly higher."

The company says that it is busy at

the moment with its 3.5 tonne P210BK which has a 21 metre working height, good outreach and 185 degree articulated jib. Kulawik says the unit offers the same performance as an older 22 metre on a 7.5 tonne truck. Another 'best seller' is the 30 metre working height P300KS with its counter slew design that results in a very compact overall length. Outreach is 20.5 metres and platform capacity 350kg.

"We do not need a 28 metre on a 3.5 chassis just to beat the competition," says Kulawik. "Figures show that we are not loosing sales because we have a slightly lower platform. The customer feed-back is good and so we are following our strategy. For example the feed-back on our 103 metre machine is very positive and customers feel very safe when in the basket. This is very important particularly when many are not regular users using the platform perhaps once every month or two." Palfinger's sales of 3.5 tonne platforms outside of Germany - in places like the UK are low, probably as a result of their relatively high prices compared to the dominant Italian manufactured platforms?

"The first time I dealt with the UK market was in 1997 when quality and performance was required - very similar to the German market," says

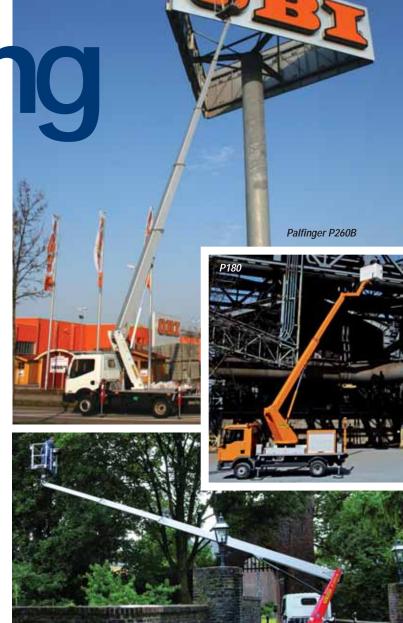
Kulawik. "The UK liked premium products but this has changed over the past 12 years. The big rental companies have given up this quality philosophy. With a cost difference of perhaps 40 percent between the top quality brands and the mass market platforms the rental companies opt for the cheaper products as their return on revenue is better. And if the rental rate is based on the cheaper Italian products then it is very difficult for us to compete in the market."

P220B

This however is not the case throughout all of Europe. In Germany, Austria, Switzerland and some of the Nordic countries the higher priced German machines sell well, while Italy dominates the rest with a mixed markets in between.

"If we want to enter this market we would have compromise the performance or quality. If customers then have a bad experience they would be reluctant to purchase larger machines such as the 100, 70 and 45 metre platforms. All platforms have to fit in with our brand image of quality and performance."

"There are other 'German' manufacturers which produce cheaper rental machines with a reduced number of features however this is not a route that Palfinger would want to go down. It was tried at Wumag several years ago but customers still wanted to increase the specification so the exercise was pointless".



truck & van mounts

truck & van mounts "European markets - Russia,

"European markets - Russia,
Central Europe and Eastern Europe are very different but there is an
evolution in each as it becomes
more sophisticated, going from any
type and quality of platform to
second hand machines then new
then a quality products. Poland a
couple of years ago was a second
hand market but now it is looking
for quality products. This process
has been slowed by the global
economic crisis but is starting to
gather momentum again."

With Palfinger group revenues over €800 million last year, the platform division made up just over 11 percent of the total at €90 million. This year revenues should be slightly more but not the 20 percent annual growth achieved over the past few years. The Sany joint venture opens up a lot of new possibilities for Palfinger but the main focus at the moment is on the loader cranes. However it is looking at other products in its range which may be of interest for the Chinese market such as platforms.

"Unlike the loader cranes which are mounted onto Chinese trucks in





China, Palfinger will supply fully built platforms ready to sell and we are currently looking at the right product mix." says Kulawick. "In the past, 30 and 35 metre platforms have been sold for aircraft maintenance at Beijing Airport for example but you only have to look at the amount of platforms needed for wind power in Europe to see a similar potential in China. It is going to be very interesting."

Palfinger is currently strengthening its sales and service team in Europe and its distributor network which has grown to 37 dealers around the world.

"Last year in Russia we sold 12 platforms from 27 to 100 metres which was a good start. In North America the first 100 metre platform was delivered earlier this year and the second is scheduled for October. The next market we are looking at is South America including Argentina, Chile and Brazil."

No major new products will be launched in the foreseeable future. However the success of the P210BK will see the addition of two other models in this range by the end of the year. At Bauma it is hoping to show a new platform (probably 90 plus metres) on a five axle commercial chassis filling in the gap between its largest four axle truck at 70 metres and the 85 metre and 103 metre platforms.

"We have no intentions at the

moment to build anything larger than the existing 103 metre platform, making more investment in standard equipment rather than niche or super high products," he adds. "In the 90s the UK took the first 72 metre platform. However I think the UK has been overtaken by the Spanish, French and Scandinavian markets. It is trying to catch up and still has a good potential for purchasing more big machines. We have a close dialogue with our dealer Skyking and we have the best back-up which is important. We are not after winning crazy deals, we are after forming long-term relationships and offering excellent service, spare parts and backup."





Looking purely at the numbers GSR may well get the gold medal for export performance with about 80 percent of production going overseas. Unlike many other Italian companies it far less dependent on the performance of the domestic market. However, in order for its platforms to appeal to customers in various markets the challenge has always been creating and producing a model range that is both standard and yet also easily adaptable to local preferences. This it has achieved through its strategic local partners.

The Rimini-based company was formed in 1976 when Gentili Oleodinamica purchased ladder manufacturer Scalificio Rimininese, however it was not until the early 1980s that GSR produced its first powered platforms and not long after that it looked to overseas markets for expansion. Today 60 people work for the company, including 10 in product development, producing 600 units a year with €14 million of revenue. This is planned to grow to €20 million by 2016.

"We have evolved over the years as has our ability to cater for the various different markets and chassis

requirements," explains company owner Vincenzo Gentili. "The British prefer to use Ford, then Iveco and Vauxhall, Germans like the Mercedes Sprinter and Nissan. In Italy it is usually Nissan and Iveco chassis that are specified, however, individual laws of each country also have to be catered for."

"To succeed we have strategic partners in each country and build long-term partnerships which are very important to us. King Highway Products for example has been our partner for the UK and Ireland for many years has recently secured deals for 130 units, which will be delivered over the next 18 months." Included in the deal is an order from Irish telecoms group eircom for 95 van mounted lifts, following a successful trial and initial 34 platform order last year. eircom evaluated King's hybrid electric design with the initial order and has included this feature on all 95 vans in the latest contract. The new SkyKing 125RA lifts will be mounted on Fiat Ducato four tonne vans and will be used for the installation and maintenance of the telecoms network across Ireland. The 125RAs feature a number of key



modifications to suit eircom's operations including reinforced plastic walk-in baskets.

The new hybrid conversion - also offered as a retrofit conversion for existing machines - is available on all of the company's new van mounts and allows operators to arrive at a job, switch off the engine and operate the platform on battery power. A simple foot pedal switches the power source so that the platform can be operated using the normal controls in the basket. The system offers a number of major benefits. As well as the obvious reduction in noise and emissions. the fuel savings can also be significant. It will also provide the opportunity to carry out emergency repairs in residential areas overnight with significantly less disturbance.

Power comes from two batteries with sufficient capacity to handle at least a full 20 cycles of the platform. When the vehicle is travelling or engine running, a split charger directs any charge not required for the vehicles batteries to the platform's electrical power pack, charging the batteries up during transit. An independent 13 amp charger is also fitted, allowing them to be charged when the vehicle is not in use. The charging system is automatic and only operates when a top up is required. Installation kits are initially available for Iveco, Mercedes, Ford and Fiat vans.

"Our core business remains truck mounted platforms with heights of between 10 and 32 metres," says Gentili. "Nevertheless, the development continues particularly to accommodate the Euro 5 engines because the chassis weigh even more."

Six years ago production capacity at the factory was expanded and the build process designed to improve quality whilst reducing problems. Each employee in his section is solely responsible for that particular stage of production. For about a year, the company has painted the lifts with a powder coating system which improves the impact and scratch resistance of components. The suppliers must also meet the stringent quality standards and are checked regularly resulting in a documentation trail so as to easily identify any problems that might arise.

Prototypes are initially evaluated through a series of test cycles in extreme situations. "Through active participation in national and European regulations such as EN280, we are involved in future issues such as component fatigue and this has already resulted in further development," says Gentilli. "I belive the company - despite the economic crisis - is in good shape. However prices have fallen, primariliy due to globalisation and I cannot see this improving even when the market recovers fully."





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Back to Bologna

October sees the return of possibly the world's largest show for truck mounted lifts, loader cranes and pick & carry cranes - SAIE in Bologna, Italy. It is also one of the world's best events for new lifting products including telescopic handlers and tower cranes. This is due in part to the Italian domination of certain sectors in the industry, but more to the fact that Italian design and manufacturing engineers are among the best in the world when it comes to new ideas and genuine innovation.

Bologna can be a very pleasant place to be in October, although you do need to be prepared for the cold and wet conditions that occasionally arise. The capital of the world's greatest cuisine is one alternative attraction to the exhibits at the show, while the opportunity to organise factory visits to some of the leading manufacturers in Northern Italy is another.

So what can we expect from SAIE this year? Well the local market is suffering and as a result many manufacturers are putting more effort into new products and innovations to tempt very cautious buyers into investing. The same

motivation is forcing all companies more export orientated. This is particularly true of some the smaller producers which until now, have focused largely on the domestic market. If you are an overseas buyer can expect a warmer welcome than ever.

So what might we see this year?

Access

While you will see most if not all of the big self-propelled brands at the show do not expect to come across many new products or innovation. With Bauma just five months later,

to look for new markets and become or looking for a potential partner, you



most producers will want to save something new to launch at the world's biggest show. When it comes to truck mounted lifts, underbridge platforms or spider lifts it's a different 'ball game'. These markets tend to be dominated by the Italians and few can resist showing off their latest developments at SAIE. Companies such as CTE, Socage, Isoli, Co.Me.T, GSR, Cela and Oil&Steel will have the final production versions of products shown as prototypes at Intermat earlier in the year or announced over the summer. These will include products such as the new CTE ZED 20.2H and ZED 21JH articulated truck mounts and the new 32 metre Socage DAJ332 mounted on a 7.5 tonne truck.

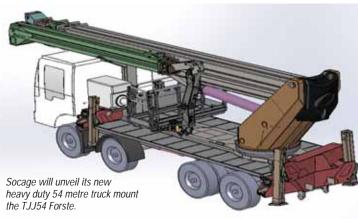
However there are also likely to be some totally new models, many of which will be kept secret until the show opens. We do know that Socage will present its new heavy duty 54 metre truck mount, the TJJ54 Forste which boasts a four section main boom, three section main iib and second articulating jib mounted on a 32 tonne truck. The new lift, which is a development of its 70 metre TJJ70. will have a maximum platform capacity of 600 kg and offer up to 40 metres of outreach. Cella is hoping to have a new 350kg 28-30 metre truck mounted platform on a six tonne chassis. The platform will be similar to its D24 and will also be available as a spider lift at a later date. CTE will also unveil a 23 metre sister model to the new ZED21JH the ZED 23JH. GSR is likely to have its new 20 metre B200TJ

Comfort X on its stand, while this will be the first opportunity for many to see its range topping 32 metre 320PXJ.

On the spider lift front, market leader Hinowa is celebrating its 25th anniversary and will show its first new Performance IIIS product range in the form of the 17 metre Lightlift 17.75 IIIS with seven metres of outreach, eight metres of up and over reach and an unrestricted platform capacity of 230kg. Imer will have its new spider lift range on show, which for many visitors will be the first opportunity to see them. Bluelift has also been working on a number of new products and may have some surprises up its sleeve, while Multitel is looking to expand its coverage of the spider lift market and always has plenty to show, as does Platform Basket and Palazzanni and SUP Elefant may have a new lightweight 19 metre on show.







SAIE

Telehandlers

Moving on to telehandlers..... while most brands will be represented, the one not to miss is Merlo. The company is arguably the most innovative producer in the market and always loves to surprise visitors to SAIE. The company has a habit of showing off many new items - some in production, others just concepts - that it is very easy to miss what is in fact something quite revolutionary. It can be something akin to visiting a mad scientist's laboratory some years. So do spend time and do ask what else is new even after you think you have seen everything new on the stand.

This is also a show where Terex Genie tend to quietly roll out a new telehandler product so do take a look as well as checking out the other local producers such as Dieci and Faresin which again save new launches for their home show.

Cranes

The crane front is a always a mixed bag at SAIE... rarely a good show for the mainstream mobile cranes, however it is by far and away the show to go to for loader cranes and pick&carry models. With the show following on from a series of big commercial vehicle exhibitions it is likely to be a good year, although none of the big players have yet confirmed what they are planning.





Palfinger will surely have its five new models on show (look out for a new truck mounted platform as well) - see news page 8 - but the key stands are the local producers including PM, Cormagh - which every year shows off a bigger model - and Effer which is likely to highlight both its sector topping monsters alongside some of the smallest models available. Talking small, Next Hydraulics and its Maxi Crane range is always worth a look. It is not one of the big stands in the middle, but then again it doesn't need to be.

Moving on the pick&carry cranes

we are not sure yet if all manufacturers will be present, but normally you can find Ormig, Valla, Galizia and JMG at the very least. Over the last few years this market has changed from a sleepy backwater into a hotbed of competition - some of it legal! The benefit to the buyer is that progress has been dramatic with a huge variety of new models that offer substantial improvements and benefits as well as being significantly more efficient and less costly to run. If you have not looked at this type of crane for a while then its worth booking a ticket to Bologna just for this.

Check www.vertikal.net for updates

As the manufacturers release more information on what they will show at SAIE we will cover it on www.vertikal.net so if you are planning to attend or at least thinking about it, keep an eye out for our daily coverage in the lead up to the show. We will be at the show along with our Italian agent, Mediapoint and will be checking out what's new. So if you cannot make it this year you can always read all about it in our review in the October or November issues of Cranes & Access.

Practical information. How to get there!

By train

Bologna station is served by high-speed trains from Milan (65 min), Milan Malpensa Airport, Florence (37 min), Rome (2 hrs), Naples (3 hrs and 45 min) and Turin (2 hrs). For train times go to the website www.trenitalia.it

Local travel to the show

As the day moves on the lines for taxis get ever longer and getting out of the car park in the evening is horrible. So the best and most economic solution is a bus – it is usually a little crowded but costs €1 and does not take long. Bus number 35 and 39 as well as Shuttle F run from the station to the exhibition centre and back. Buy your ticket before getting on board.

Opening hours

9:00 – 18:00 on Thursday 18th to Saturday 20th and 9:00 – 17:00 on Sunday 21st

Entrance tickets

If you are not Italian you can rejoice as you qualify for a free entrance ticket which can be obtained at the International pavilion by the entrances. If you are Italian – you have to pay €10 online or €15 at the gate - good for the entire fair. If you are a cheapskate, ask an exhibitor for a free entrance pass/invitation which you can swap at the entrance for a badge.



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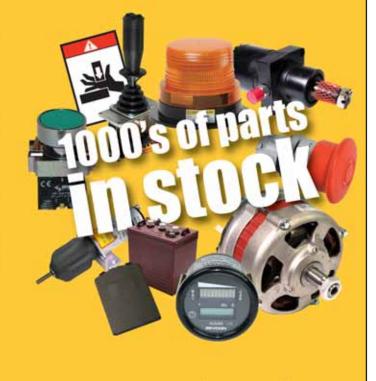








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ALLMI Operator of the Year Competition 2012

Further to his success in the ALLMI Operator of the Year Competition at Vertikal Days, Kevin Bennison of Emerson Crane Hire was recently presented with his award, as well as a cash prize of £250. Bennison said "I'm extremely pleased to have won the award in what was a very tight competition. My employer was particularly pleased because as well as the right to use the ALLMI Operator of the Year logo as part of our livery, the prize also includes a free ALLMI training course of the company's choice. We've opted to put six candidates through the ALLMI Appointed Person course, about which many industry colleagues have spoken extremely positively. This will enhance the knowledge and expertise within our workforce, as well as saving the company over £3,000 in training costs."

ALLMI technical director, Alan Johnson, who presented Bennison with his award said: "the cornerstone of the ALLMI scheme has always been the safe and efficient use of lorry loaders, and the ALLMI Operator of the Year competition allows people to prove that they can do that better than anybody else. In what was a very competitive event this year with an

extremely high standard of operation, Kevin has done well to finish ahead of the field and so is a worthy winner."

A video of the presentation can be seen on

www.allmi.com



The ALLMI Operator of the Year 2012 logo.



Terms & Conditions Update

In May this year ALLMI sent out a draft of its "Terms & Conditions for a Lifting Contract with a Lorry Loader", and opened a consultation phase for members to provide feedback on the document's content. The period for comment has now closed. The document will now be reviewed by ALLMI's solicitors in order to ensure that any legal issues are addressed. Any required changes will be reviewed by the Terms & Conditions Working Group, after which the document will be issued to members for their use. In the early stages the Working Group will meet periodically in order to review any feedback received and to establish whether changes are required. "We're confident that the Terms & Conditions will very quickly become the benchmark for the lorry loader industry and something that our members' clients will recognise as a guarantee of best practice and added value," said technical director Alan Johnson.



Why is Slinger Training so Important?

Further to a court case concerning a serious injury to a loader crane operator, ALLMI's recent general meetings saw Ian Simpson, principal specialist inspector for the Health & Safety Executive, deliver a presentation on "The Importance of Slinger Training".

The subject of formal slinger/ signaller training for loader crane operators is one which ALLMI has been promoting for some time, with the Association reporting a surge in demand for its slinger/signaller course earlier in the year. Technical director, Alan Johnson, who plays a lead role in the development of all ALLMI course material and training standards said: "lan Simpson's accident report provided a valuable example of why slinger training is so important and why ALLMI has been so keen to raise awareness of this issue throughout the industry. Unfortunately, many employers do believe that putting their operators through a lorry loader course provides them with a sufficient level of skill, knowledge and understanding to act as a slinger, which is not the case. Specific training and assessment should be undertaken in order to be proficient in this area, and this is a requirement under the Health & Safety at Work Act, PUWER and BS7121 Part 4."

ALLMI chief executive Tom Wakefield, added: "the use of inadequately trained slingers can cause accidents or lead to costly legal action or damaged equipment. A properly trained slinger is also a more profitable one, providing higher levels of efficiency and less down time, as well as a safer working environment."

Demand Soars for ALLMI Operator Training

ALLMI has seen a 20 percent increase in the uptake of its lorry loader operator programme, with the scheme heading for its most successful year to date. The number of people looking to achieve instructor accreditation and demand for other ALLMI courses is also up.

"We're extremely fortunate to have such committed members and training providers who genuinely want to see standards raised within the industry, and who are happy to give up their time to participate in the various working groups and committees. This structure ensures our training programmes continually evolve in line with industry requirements, and that they really are the only ones available written by lorry loader people, for lorry loader people," said Tom Wakefield of ALLMI.

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Fall costs over £37,000

Beef supplier Dovecote Park Ltd of Pontefract, West Yorkshire, has been fined after a maintenance engineer fractured his spine and heel bone after falling from about three metres when working at height at its abattoir in Skellingthorpe, Lincoln, UK last July.

The man, who may never fully recover from the injuries, was replacing light fittings in a large chiller using a stepladder set on top of a wooden board spanning metal rafters. He and a colleague had reached the rafters using an aerial work platform however during the job the board gave way causing the engineer to fall to the ground. His colleague managed to grab onto one of the rafters and make his way back into the lift.

The man was unable to work for a number of months and although he returned to work he found he was unable to carry out the job he was doing because of his injuries and subsequently resigned from his post. The Health and Safety Executive said that the work had not been properly planned, supervised or carried out in a safe manner. Although the company was using an aerial lift, it wasn't suitable for the task because it wasn't tall enough to reach the light fittings.

Dovecote Park pleaded guilty to breaching Regulation 4(1) of the Work at Height Regulations 2005. The company was fined £25,000 and ordered to pay costs of £12,361. HSE inspector Scott Wynne said: "The activity should have been subject to a suitable and sufficient risk assessment, which would have identified the precautions needed to carry out the task safely, including selecting appropriate access equipment. The company simply instructed this individual to carry out the task and left him to his own devices. The resulting injuries were life changing."

Poor scaffolding costs £33,000

Two companies, Potteries Demolition - a principal contractor on the Stoke City Council scheme to demolish 15 houses and a pub - and Jacko's Scaffolding have been fined for their part in a major scaffold collapse in Hanley, UK on 30th April 2011, when 70 metres of sheeted scaffold peeled away from the houses and landed on parked cars. Amazingly no-one was near the scaffold when it collapsed although parked cars were damaged and a street lamp destroyed.

A Health and Safety Executive investigation found the scaffold had not been built to an appropriate design and was not sufficiently secured to the houses. Jacko originally provided a basic scaffold for roof tile removal, however the scaffold had to be altered and used as a work platform to demolish the front upper walls of the buildings. This needed to be a bespoke design, as it could be vulnerable to collapse.

HSE inspector Andrew Bowker said: "It was sheer good luck that no-one was hurt. This incident was caused by a catalogue of serious failings by both companies. The failure to construct the scaffold to a suitable design for the work meant that the scaffold ultimately could not withstand the effects of wind loading as the upper walls of the building were demolished and first floor anchor ties were removed. Principal contractor Potteries Demolition failed to effectively co-ordinate, plan and manage the demolition sequence to ensure the scaffold safety was not compromised. They failed to ensure it was constructed to a suitable bespoke design and failed to inspect the scaffold and removed anchor ties during the demolition sequence ignoring written instructions on the scaffold handover certificate not to do so. Jacko failed to inform Potteries Demolition that the sheeted scaffold they handed over was not adequately tied for the façade demolition to start. Both companies failed to ensure that the anchor ties that were fitted were suitably tested."

Jacko's Scaffolding was fined £5,000 plus costs of £2,992, while Potteries Demolition Company was fined £13,320 plus costs of £11,967.

DLR Equipment Days

The association for distributors, rental and service companies in France - DLR - has organised a series of open days for material handling and public works equipment in conjunction with ASDM and the ministry of Education in order to introduce children and students to the construction equipment world. The event entitled Journées Du Matériel de travaux publics et de manutention was held in June in Saint Herblain, near Nantes.



Mark Taylor of Easi UpLifts has won the Access Apprentice of the Year award from the UK's National Construction College. Taylor joined the Easi UpLifts' Banbury depot in 2010. "Mark has been a valued employee at our Banbury depot," the company said. "He is a talented individual with a bright future ahead of him. He is always willing to help and has shown great dedication to his work."

\$10,000 for fatal lack of training

The Indiana Department of Labor issued \$10,000 in penalties against Walsh Construction following an accident in April that led to the death of Roger Cox, 50. Cox was working from an aerial lift on the temporary ramp of a bridge when he fell and was pinned between the lift and the bridge. He died in hospital three days later. According to the IOSHA report, there were two violations that warranted fines of \$5,000 each.

Snorkel adds apprentices

Aerial lift manufacturer Snorkel is extending its apprenticeship programme in the UK. The company took on two apprentices - Chloe Palmer and Dan Ross - for its purchasing and stores departments in 2011 and is looking to add two



more, starting this month. Palmer, 17, said: "I really prefer the more hands-on approach of an apprenticeship to being in a classroom. It has made me more confident in my general life and improved my communication and language skills. Earning while you learn is also a real benefit."

Sharon Hutchinson, senior buyer at Snorkel said: "Apprentices like Chloe and Dan add real value to our business. Bringing in bright young people at this level is a great investment in our workforce, both now and for the future."

Girls Exploring Engineering

JLG has sponsored a week long engineering course for girls at Hagerstown Community College in Maryland, USA. The company gave \$2,310 to cover the tuition of 14 girls aged between nine and 14 to participate in the course entitled "Girls Exploring Engineering". During the course the girls were introduced to elements of civil, mechanical, electrical and environmental engineering. As well as participating in hands-on projects they also heard from four female JLG engineers, including chief engineer Joan LaSalle, senior engineer April Tran, design engineer Cathy Martin, and a Hagerstown Community College alumna Megan Schultz who is now a design engineer.

Who trained him then?

Spotted at a trade show: A man working from a step ladder on a first floor balcony to reach the upper roof overhang. He did at least have a ladder holder, but aerial lifts were plentiful and would have been much faster and safer.





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UKCG supports PAL+ for steel erectors and net riggers

The UK Contractors Group (UKCG), at a meeting of its Health & Safety Sub Group, has decided to encourage steel erectors and net riggers working on UKCG sites to hold an IPAF PAL+ qualification from 1st January 2013. It also agreed to extend this to other trades fo

specific projects, on a risk-assessed basis.

PAL+ is an optional, additional one day of category-specific training for aerial work platform operators working in higher risk or challenging environments Eddie Reast, an IPAF-certified senior instructor at Facelift, one of the first IPAF-approved training centres to conduct PAL + courses said:



IPAF's PAL + course includes challenging practical exercises.

"Operators and instructors, have found the PAL+ course useful and beneficial for the improvement of knowledge and operating skills. The course includes a compact theory session and written test. The emphasis on practical training is excellent and the practical test is challenging even for experienced operators."

More information on PAL+ is at www.ipaf.org/palplus

17 fatalities in the first half-year

There were 17 fatal accidents worldwide involving aerial work platforms in the first half of 2012, according to preliminary results of

IPAF's accident database. The causes of these accidents were fairly evenly spread: Four electrocutions, four overturns, four mechanically related, four falls from platform and an entrapment. Seven accidents involved vehicle mounts (1b), six involved booms (3b), and three involved scissor lifts (3a). In one accident, the machine type was unknown.



Of these accidents, 11 occurred in the USA, two in the UK and one each in Australia, the Netherlands, Singapore and Spain. The results are preliminary. Manufacturers, rental companies, contractors and users are encouraged to report all known fatal and serious accidents involving aerial lifts worldwide. More than 30 IPAF member companies have already signed a voluntary pledge to report all known accidents of their company involving aerial lifts.

To see and sign the pledge, and to report accidents, go to www.ipaf.org/accident

Yorkshire regional meeting October

IPAF regional meetings are a simple and effective way to learn about the industry and meet other colleagues. The next regional meeting will take place on 11th October at 18:00 in Yorkshire at the Holiday Inn, Wakefield WF5 9BE. Details are at www.ipaf.org/events



IPAF regional meetings bring people in the industry together.

At the last South East regional meeting in Stansted: Peter Jones, Giles Councell, Robert Hinton and James Darnley



IPAF Irish Council chair Julie Smyth is seen here with Dave Meeke, Highway Plant's senior IPAF-certified instructor and CAP assessor, on occasion of Highway Plant achieving the IPAF Rental + quality mark and becoming a CAP assessment centre.

Julie Smyth to chair

Julie Smyth, director of Belfast-based Highway Plant, has been unanimously elected as chair of the IPAF Irish Council. She takes over from Andrew Davin of Aerial Platform Hire and is the first female to chair an IPAF committee/country council. She has been a member of the IPAF Council, the Federation's main governing body, for two years.

The IPAF Irish Council, formerly known as the Republic of Ireland Council, is open to IPAF members from both the north and south of Ireland. This Council is working on initiatives to raise the profile of the PAL Card and IPAF training among

Irish authorities. "I look forward to working with our fellow IPAF members on the Irish Council, and welcome the challenges of addressing the safety issues that face our industry," said Julie Smyth.

Europlatform in Edinburgh: Don't miss it **EURO**

Top-level speakers from access

rental companies such as Riwal, Ramirent and Loxam will address the Europlatform conference on 20th September in Edinburgh.

'Success in Access Rentals' is this year's theme, topics will range from measuring rental performance and asset finance, to using telematics and boosting business with social media. The conference will take place at the Radisson Blu Hotel in central Edinburgh, located in the middle of the historic Royal Mile near Edinburgh Castle.

A networking event will be held on the evening before at the Scotch Whisky Experience, also located on the Royal Mile. The UK Country Council will also meet on 19th September at 13:00, at the Radisson Blu Hotel. Book your place now at www.europlatform.info

Save the date: IAPAs and **IPAF Summit 2013 in Miami**

The International Awards for Powered Access (IAPAs) and the IPAF Summit will be held on 26th March 2013 at the Hilton Miami Downtown Hotel, Florida, USA. Book now at www.iapa-summit.info

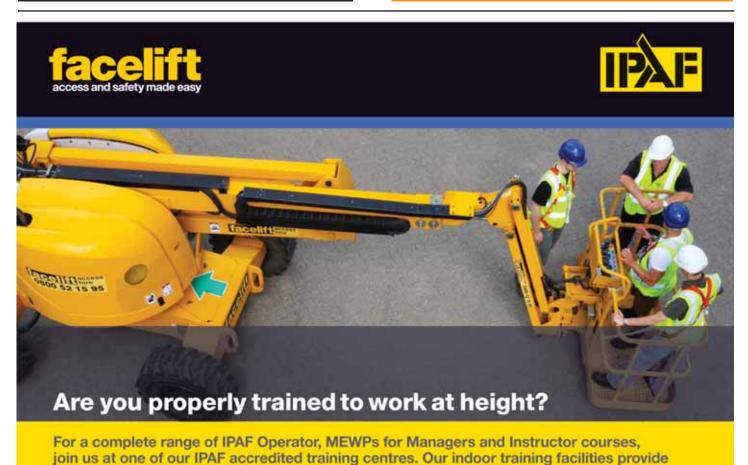












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PASIVIA set for Singapore MANPOWER

Billed as an event that will 'bring together the best minds, thought leaders, safety professionals and work at height practitioners', PASMA has been formally invited to deliver a paper at an inaugural international work at height conference in Singapore, 14 – 15th September 2012.

The conference, which will address the challenges and issues facing the global work at height industry, is being organised by the International Society for Fall Protection (ISFP) and the Access and Scaffold Industry Association (ASIA), with support from the Workplace Safety and Health Council (WSHC) and the Ministry of Manpower, Singapore, who extended the invitation.

'Scaling New Heights in Fall Protection' is the name of the conference which is already attracting delegates, not only from Singapore, but from ASEAN member states, the Asia Pacific region, Australia, the United States, Japan, China and Europe.

The event will also hear from other world-renowned organisations such

as the USA's Occupational Safety & Health Administration and the Workplace Health Safety & Health Council

PASMA managing director Peter Bennett says: "PASMA is acknowledged as an international authority and reference for the work at height sector, in particular with regard to working safely with mobile access towers. We are delighted to have been requested to contribute to what promises to be a major event in our recognised area of expertise." There are opportunities for PASMA member organisations to exhibit, sponsor and potentially demonstrate equipment at this event. The Access Industry Forum (AIF) has also been invited to speak. For more information please visit www.thetotalsafety.com/event.html



As part of PASMA's commitment to promoting excellence in the mobile access tower industry, the association is undertaking a nationwide mystery shopper programme across its various training centre venues to identify improvements that can be made to the training scheme. Mystery shoppers will undertake telephone enquiries as well as complete PASMA courses in order to gauge the following:

- · Ease of booking;
- The information provided during the course;
- The quality of course delivery;
- The quality and layout of the training room.



When only the best is good enough PASMA Instructor Training

Stuart Hopkins, PASMA's director of training, is looking for the 'very best' training centres in which to deliver PASMA instructor training. Only three venues have been selected and used so far, but their success has prompted a nationwide search for additional centres with the right facilities, management and

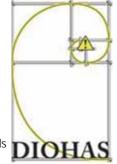
support. Successful applicants will enjoy the distinction and status of joining a select group of venues specifically chosen by PASMA for this purpose. The commitment required is one week every 12-16 weeks.

To apply, simply make an application bid to **stuart.hopkins@pasma.co.uk** giving as much information as possible about the premises, facilities, equipment, locale and proximity to road, rail and air links.

News in brief

Designer's Initiative on Health & Safety (DIOHAS)

PASMA marketing manager Neil Tomlinson recently delivered a presentation on safe working at height, PASMA and towers to senior representatives of the architect and designer communities. Regular channels of communication have since been introduced.



2012 Ladder Exchange

PASMA members who also stock ladders can sign up to the Ladder Association's 2012 Ladder Exchange. The campaign, which runs from 1st September to 30th November, allows users whose ladders are no longer fit for purpose, to trade them in at a discount at any of the campaign's

in at a discount at any of the campaign's participating partners. More information at www.ladderexchange.org.uk



AIF and the Holy Grail

A second meeting of representatives from IOSH, RoSPA, IIRSM and the British Safety Council - including Peter Bennett and Neil Tomlinson for the AIF - has agreed to establish, and is now developing, a pan-industry method of reporting work at height incidents. The group first came together at Safety & Health Expo 2011 when it discussed and debated

'In search of the Holy Grail: No more work at height accidents, ever!'

The aim is to provide a level of detail that will enable qualitative and quantitative analysis to be carried out to better direct and focus future working at height initiatives.



Stuart Hopkins



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tyre

Michelin's latest truck tyre, dubbed the 'communicating tyre' combines Radio Frequency IDentification (RFID) and a Tyre Pressure



Monitoring System (TPSM) to display an electronic read-out of tyre pressures and temperatures. The Michelin X InCity tyre is currently being trialled with buses, but could easily be developed for use on larger commercial tyres including crane tyres.

The RFID tag/ microchip is attached to the wheel inside the tyre. The driver or mechanic then uses a hand held receiver to scan the tyre, which displays tyre tread depth, pressure and temperature on a built-in data readout. The RFID tag is powered by electromagnetic waves emitted during data collection and does not require batteries.

Michelin's technical department said: "An average check of the condition and pressure of a tyre can take as long as 15 minutes. Our new system can record tyre pressure, temperature, mileage and tread depth within a matter a seconds. Not only does combining the RFID and TPMS technology enhance the safety of the tyres, but it can also reduce costs and emissions, as a tyre inflated to one bar less than the recommended pressure increases fuel consumption by up to 0.4 litres per 100km."

WAN optimisation smooths information transfer

UK based Ainscough Crane Hire has installed an Exinda Wide Area Network (WAN) optimisation system to prioritise, accelerate and control business critical information traffic across its network of 29 depots. The result is a more efficient use of key applications including VoIP internet telephone calls and access to its asset management and document management systems.

The Exinda system not only intelligently accelerates and prioritises critical traffic, but also improves visibility and control of all applications across the network.

Ian Booth, Ainscough's senior IT manager said: "We chose Exinda because we needed a solution that could give us complete control over our asset and document management systems that we are reliant on to manage our day-to-day activities. What's great is that it can scale up quickly, ready to handle the increased network requirements surrounding peak-time activities and significant projects - such as the refits we undertake for major oil

refineries. Lasting a few weeks, these require increased use of planning, documenting and asset management applications, to oversee the entire operation in the most efficient way."

Adam Davison of Exinda, adds: "Ainscough required more from its WAN optimisation solution than simple acceleration, thanks to Exinda's ability to integrate into Active Directory, we have provided the unique ability to identify users' individual traffic flows using our dynamic policy engine."

The most obvious benefits are clearer voice over internet telephone conversations, faster transfer of critical documentation, along with detailed live time reporting of what's happening on the network.





New high strength electronic joystick

Penny + Giles has introduced the JC8000, a new heavy-duty electronic joystick controller specially engineered for applications in physically demanding working conditions and for applications that traditionally use hydraulic joysticks.

The increased strength of the new joystick has been achieved by increasing the body material around the area that supports the operating lever, increasing the operating lever's diameter and changing the lever's pivot geometry. These fundamental changes have enabled the joystick to handle increased torque and improve the lever's bending and applied loads. It can withstand a 380Nm overload on the X and Y axes and 2000N on the

under laboratory conditions. With an under-panel depth of 70mm, the JC8000 is more compact than

million operations/15 million cycles

equivalent heavy-duty joysticks and the choice of digital or analogue outputs, including dual-redundant 12 bit Hall effect, CANbus J1939 and digital PWM, provides manufacturers with an ideal opportunity to improve their vehicle control systems. Other features include single or dual axis control, IP69K sealing to the electronics, 5Vdc (regulated) or eight to 54Vdc (unregulated) supply, dual-channel analogue output on each axis with optional ramp directions, a range of eight handle/grip options and an operating temperature range from - 40° C to $+70^{\circ}$ C.



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

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



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A wry look at engineering

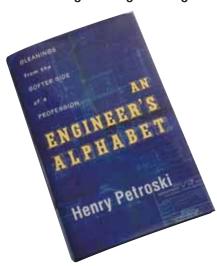
An Engineers Alphabet: Gleanings from the softer side of the profession is a 'dip-in and out' kind of book, written by one of America's best known engineering writers Henry Petroski. It includes a wide range of thoughts, quotations, anecdotes, facts and other gems relating to the practice, history and traditions of all types of engineering from civil engineering to design.

It is organised alphabetically so it can be used as a bit of cross between a dictionary and an encyclopaedia, however many of the entries make a good read regardless of their usefulness. It can even be an ideal

It can even be an ideal bedtime book - especially when travelling - which is how we reviewed it.

This is not a book that will appeal to everyone - engineers of all types definitely but those looking for a good yarn no. If you like engineering or the profession in general then give it a go.

The book is published by Cambridge University Press, ISBN 9781107015067 and is priced



at \$21.99, although it can be purchased at a substantia discount on Amazon.

Manapouri – The toughest tunnel

This DVD has only a few glimpses of cranes and aerial lifts in its 50 minutes view time, but is utterly fascinating all the same.

Using original film footage the film charts the building of the original underground hydroelectric power station and feed tunnel to the

remote Doubtful Sound, in New Zealand's Fiord Land during the 1960s and 1970s.

It then covers the even more challenging second tunnel which has been completed more recently.

It is totally absorbing and fascinating, exceptionally well produced by TVNZ. If you are at all interested in incredible civil engineering projects then this is worth getting.

Manapouri is published in the UK by Old Pond Publishing and available for £14.95 order online at **www.oldpond.com** or call **+44 (0)1473 238200**

C&a books & models

Getting better each year

The IPAF Powered Access Rental Market reports are now in their fourth year and clearly getting becoming more useful and, dare we say it, accurate each year. This is the third report IPAF has carried out in partnership with Ducker Worldwide and one can clearly see how the consulting company is building on its previous experience.

As usual there are two reports, one for Europe and one for the USA, the period covered for both is calendar year 2011 and the period of the survey runs from 2008 providing



users with the historical information together with a short term forecast through to the end of 2013.

The information is gathered through telephone interviews with rental companies, supported by input from



industry associations and industry experts. The result is a very credible report which looks at a variety of information including rates, utilisation, average age of the fleet and the split between specialist rental companies and generalists. This year the North American report includes a brief look at the Brazilian market which has been developing rapidly in the past two years.

The European report includes 10 countries, the UK, Germany, Finland, Denmark, Sweden, The Netherlands, Spain, Norway, Italy and France and is by necessity a great deal more substantial a report than that of the



USA which does not attempt to provide any regional variations. Both reports include additional information compared to previous years such as a scissor/boom split in North America and fuel sources in Europe.

Summary

Since Ducker took over, these reports have been very useful and largely pretty accurate - or as accurate as these things can be. However this year they seem even better in terms of layout and clarity of information. If you are looking for an overview of the Western markets which still make up more than 85 percent of the world market for aerial lifts then these are the reports to go for, rather than the high priced garbage that so often masquerades as an in depth industry report. In other words we have no hesitation in recommending them.

They are available from IPAF at a price of:

Europe:- €315/£280/\$425 for IPAF members or €572/£507/\$766 for non-members.

USA :- €262/£233/\$354 for IPAF members or €477/£423/\$638 for non-members



40 Years a Salesman

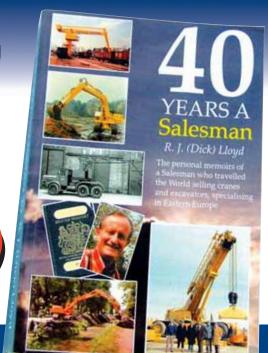
Anyone who has been involved in selling cranes or plant will love this book.
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GOING UP IN THE WORLD

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

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

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

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

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

- Continental Europe €23 plus €6.50 postage & packing
- · Rest of world \$31 plus \$10 shipping



Sarens SGC-120 **Ring Crane**

The Sarens SGC-120 is a giant ring crane designed for use in petrochemical, nuclear and other heavy lift applications. It can lift 3,200 tonnes at a 30 metre radius and 1,000 tonnes at 80 metres. The real crane has a 130 metre main boom to which a 90 metre 'light duty' jib can be fitted.

Among the interesting statistics for this crane is the weight of the hook block at 105 tonnes and the fact that it takes one hour for the crane to slew through one revolution. The ballast is provided by locally sourced material in 36 shipping containers to total 3,600t of counterweight. The entire crane can be shipped in around 135 standard containers.

Sarens commissioned this massive 1:50 scale model from WSI Models. It is configured with the main boom only, but even so laid out the overall length of the model is 3.3 metres long. With the boom up it reaches a height of 2.6 metres and the diameter of the ring to the edge of the spreaders is nearly 900mm.

The model comes in two very large boxes which together weigh 48kg. A comprehensive set of instructions describes the assembly which is mainly straightforward, but sometimes two people are needed to lift parts, and reeving the massive hook requires significant patience.

One interesting aspect is that the model does not come with loaded ballast. Instead the containers are empty and need to be filled with sand or other material. This is a sensible modelling decision by WSI as it reduces the shipping weight while at the same time reflecting the philosophy of the real crane.

The metal ring with the ground bearing plates is all prefabricated and four large bogies are mounted on the ring track. Each bogie is impressively modelled with the individual drive motors visible.

The superstructure is very big, but simple in design and detail as it reflects the uncomplicated concept of the real crane. The structure looks great with realistic beams and the deck has an anti-slip surface. Six large detailed winches are mounted on the deck together with seven metal containers, and there are hydraulic lines running between them. The handrails are metal and

there are two sets of excellent metal staircases to provide access to the

A small plastic cab is well detailed inside with controls, screen, cabinet and seat and it would have been nice if it had lifting eves so it could be posed being lifted. Such is the size of the crane that the cab looks lost on the massive upper deck. The 36 ballast containers are made of tough plastic and stack neatly to provide an impressive array.

The main A-frame is made of huge parts. The rear ties are about 200mm square and heavy. The main struts are giant lattice sections 100mm x 50mm at the widest with member sizes around 8mm thick. This is massive size model engineering and is very impressive on its own. The boom sections are the same dimensions as the A-frame parts and the whole boom is therefore massive, well made and strong. The main boom guy ropes have metal connectors and look good with accurate manufacture meaning that the tensions in the parts look broadly equal with nothing sagging.

The hook block is very large and heavy, and includes a huge pair of double hooks with working latches. It is very well detailed with excellent graphics and it makes a great model on its own. An amazing feature of the model is that the upper deck sits on the bogies and the whole crane rotates smoothly even though the model is exceptionally heavy. The hook block is controlled by four winches and these work really well with a smooth push-release brake. However it is a challenge to keep the tension in all the threads when trying to raise and lower the hook. Similarly the two luffing winches work, but again it is difficult to maintain the tensions in the luffing ropes.

As a model engineering achievement the Sarens SGC-120 ring crane sets the bar higher. It is a







giant of a model and will get attention from anyone who sees it. However it is not the most highly detailed model. The real crane is a simple and efficient design and the model captures that perfectly but at close viewing there are fewer graphics or details such as cables

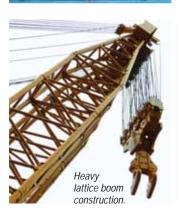
Only 500 models have been made and it costs €1,550 from the Sarens Shop so a collector needs a big wallet and space to match. It would also look great in an office or reception area, where it would no doubt create great interest.

To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10) 8 Detail (max 30) 24 Features (max 20) 16 Quality (max 25) 23 Price (max 15) 12 Overall (max 100)







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Readers Lettery

Dear Sir,

Although Health & Safety advises against lifting people for entertainment value, the Olympic opening ceremony clearly used some amazing aerial cable lifting systems rigged to lift both props and people, and what an amazing show was put on. Maybe a future issue of Cranes & Access could showcase the amazing technology used to lift and rig the people and props of the Olympic ceremony, focussing equally on the safety aspects as well as the technical ones just a thought, but if anyone could do the story justice, it's your team!

Yours truly,

Graeme Davison

We thought that this was an excellent idea and contacted the press office at London 2012 and got an almost immediate and positive response, but referring us to Locog the London Organising Committee for the Olympic Games. However so far we have not even had an acknowledgement of the request. We will keep trying and give them the benefit of the doubt that the games remain the main focus at the time of going to press.

Dear Leigh,

I hope you are well. I read the recent boom truck article regarding bolt failure. I think there is another issue that was not addressed. I have seen most failures such as this caused by wearing of the assembly bolts caused by failure

of the owner to maintain proper tightness and monitoring of the wearing. As the truck frame flexes (not the crane) it can cause hinning or slacking of the bolts. Then, as there is too much movement the nut is ripped from the bolt or the bolt snaps. These bolts require regular inspections per OEM guidelines and

This concerns a law suit launched by the Workers Compensation Board of British Columbia against Elliott Equipment of Omaha, Nebraska for negligence following a fatal accident in 2010 in which the crane/boom truck that it had built broke free from its sub frame after the connecting bolts failed. The suit appears to ignore the fact that failures such as this are most frequently caused by poor maintenance rather than design or material failures.

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frame after the connecting bolts failed. The suit appears to ignore the fact that failures such as this are most frequently caused by poor maintenance rather than design or material failures.failure to do so can be a huge contributing factor.

Yours Frank,

Frank G. Bardonaro
Vice President, Managing Director
Terex Global Cranes Sales

Tom Scott 1944 - 2012

Dear Editor,

The news came as a shock when I read your article regarding the premature death of Tom Scott – Vertikal.Net August 18th.

I came across Tom and his brother Tim in September 1981 when they acquired Greenham Plant Hire from the Taylor Woodrow Group. I was with the Greenham Fork Lift division at that time. The Scott family only wanted the cranes and access equipment so all other plant got sold off. GFL was sold off to ISIS Plant in January 1982.

Scott Greenham relocated the head office to Alfreton, Derbyshire where they had more room and facilities including a paint shop. I eventually ended up back working with Tom at Scott Greenham when they expanded the Aerial Platform business into the Shepherds Bush depot, London then managed by Rab Paterson, sharing the premises with the crane division.

Tom and Tim were good business guys and built the business buying up young, used equipment cranes & access and renting it out at good rates. Tom also predicted that sometime in the distant future the aerial platform market would get cut throat and users would want low level equipment for less rent and started to build cheap scissor lifts, these were basic, simple and did the job, production stopped when the business was sold in 1987.

Acquisitions of some alternative businesses (Deborah Services and Farmer Cabins amongst others) saw the SG Group grow rapidly until it was sold to BET. I have one or two old bits of marketing material in the loft if they are of interest.

Best regards

Roger Wickens

Dear Sir,

I was sad to hear the news of Tom Scott passing away, another great character of the crane industry like Alf Sparrow. I had the pleasure of meeting Tom when I was 21 years old and he and Tim had just introduced the Gottwald 140 tonne telescopic to the UK crane Market

It was being shown to the public on a job in Nottingham on a Sunday and I went to see it. I also witnessed the buying of the mighty Gottwald's by Sparrows, Hewden Stuart and Scott's between 1979 and 1981 when the boom in refinery capacity was at its peak.

Scott's were very knowledgeable and entrepreneurial, prior to their sale to BET they tried taking over Grayston White a BET company I have fond memories of those days, another character has gone

My condolences to the family Bev Bentley



Bert Richardson 1923 - 2012

Dick Lloyd has alerted us to the passing of Bert Richardson a much respected crane and excavator engineer.

Dear Leigh,

I have just received the sad news that Bert Richardson, a highly acclaimed crane engineer has died in Australia aged 90.

Bert joined Priestman in 1940 at the age of 16, as an apprentice and rose rapidly through the ranks becoming chief excavator designer in 1957, following a four year sojourn in the USA where the company posted him to study American excavator design.

He was responsible for the innovative design of he famous Priestman Lion Excavator/Crane, probably the most sophisticated mechanical machine ever produced, with its totally enclosed gearing and pumped lubrication system. It is a tribute to Bert that there are so many Priestman Lion cranes stil in operation today with small users.

Bert was chief engineer when I joined Priestman from Hymac to take over the running of export sales.

Hymac suborned him to join them in 1972,

and I desperately tried to stop him from leaving, knowing his value and, with hindsight, I am still convinced that I was right, as we needed his expertise as we moved

from the mechanical into the hydraulic era. I still believe that the Priestman Mustang 120, the design of which Bert was also responsible, was the most solidly constructed, and, in its final Mark III version, the most reliable fully British designed hydraulic excavator ever produced.

When IBH (the Horst Dieter Esch conglomerate) took over Hymac from Powell Duffryn, Bert decided to leave Hymac after only seven years, and joined Coles Cranes in Sunderland, working under Bob Lester as engineering services manager until Bob retired. He ended his career as engineering director In Gateshead for a long established mining equipment manufacturer for three years, and did a couple of years of independent consultancy work until he finally retired in 1988, joining his daughters in Australia.

Bert was a man of enthusiasm, knowledge and great experience, widely known and respected throughout the construction equipment industry. I visited him in 2003, and Bill Bromwich, the erst-



Dick Lloyd (L) with Bert Richardson and his wife Frances - Sydney 2003

while publicity manager of Priestman who is much involved in compiling a history of the company, kept closely in touch with him also and has been of invaluable assistance to me in writing this tribute to a warm-hearted and much loved old colleague.

Best regards, Dick Lloyd

Paul Robeys 1948 - 2012

Dear Leigh,

Our dad, Paul Robeys passed away peacefully this Saturday, 21/07/2012, after entering a coma last week, after 2.5 years of battle against cancer following a stroke, he was 63. He was very brave and worked until the end.



The funeral was yesterday 28/07/2012 at Enghien.

He began in the access business in 1976 when he joined Instant Vectur Loc-Echaf in Brussels, and also later in Switzerland. In 1986 he created Robeys-Huet SA, with by 2012, 20 people employed.

The family and all those at Robeys-Huet wishes to thank all the friends and colleagues in the industry for their overwhelming support and for participating in the recent funeral. He leaves behind his wife Janine and children Philippe, Olivier, Caroline and Barbara.

A letter can be sent to paul@robeys.be

Thank you for your condolences.

PS sorry for my English

Phillipe Robeys

Who trained him then?

I was amazed to see the latest Cranes & Access front cover - July 2012 - it took me quite a while to work out what was going on and how they managed to carry out such an intricate lift. On the one hand I though it ought to be featuring in the Who Trained him then section.

But you have to take your hat off to the guys at Liebherr only they could have pulled of such a risky coup. but I have to think that a gust of wind could have had the lot over! Keep up the good work,

John Holman Callington



C&a

Good Morning Gentlemen,

As I have first-hand experience of a Crane Induced Fatality and of its appalling effects on the Victims Widow, his Two sons and Three Daughters for the next Ten (10) years. Then it behoves me to Speak-up for all those Dead Men who went to work on their feet, but were carried home on their backs, killed by Cranes during a Lifting Operation of some type, as was my Father in Law David Stanford (d) on Friday Morning the 15th January 1988.

HM Parliament enrolled The Health and Safety at Work Act in 1974, yet in the intervening 38 years approximately 6,500 men and women have been killed in the UK workplace, with HSE recent figures for 2011 confirming yet another 173 killed at work. Therefore given that Parliament's motivation was that we should be protected from the risk of Fatal or Personal Injury at work, may I ask the following questions....

- 1. Do you think it is reasonable that Men should get killed at Work?
- 2. Do you think it is reasonable that Men should suffer disabling injuries at Work?
- 3. Do you think that a Man's Life is worth only £32,000? (circa \$48,000 US dollars)
- 4. Do you think a Dead Man's Widow should be made to wait 10 years for settlement of his claim?
- Do you think that a full 2 cubic metre loaded Concrete Skip, should be lowered in Free Fall by a large Crawler Crane? (That is, No Power Lowering)

If your answers are No, No, No, No and No, then we are all singing from the same hymn sheet. Therefore given that we agree on the desired objective of driving-up crane Safety Standards, the only question is how do we achieve it. The answer may I suggest can be found in the English Common Law obligation to follow 'Safe Systems of Work' recorded at length in the Judgment of Lord Wright in the fatal injury Appeal case reported as:- Wilson's & Clyde Coal Co Ltd . v. English [1937] 3 All ER 628. Where the learned Judge said: "The Employers obligation is threefold, to Provide and Maintain Proper Plant, Competent Men and adequate material with a proper system (of work) with effective supervision. I think the whole course of authority consistently recognises a Duty (of Care to the Employee) which rests on (All UK) Employers and is personal to the Employer to take reasonable care for the safety of his workmen." Therefore given that this is the Common Law obligation that we are required to uphold, how can we achieve it?

The answer can be found in HSE' Hierarchy of Controls' following the principle known as ERIC, which stands for 'Eliminate, Reduce, Isolate, Control'. However as another Contributor said earlier "But we are surrounded by Hazards 24/7". Yes we are, however not all Hazards are equal to each other, neither in the Risk arising, nor the Probability of the event occurring, nor in the Severity of its Effects. Therefore given that the original question asked was "Can I hoist a Below the Hook Device (Like a Spreader or a Lifting Frame) over the heads of persons working below". It follows that the correct answer must be...

6. No, you should Eliminate completely lifting any Load or Hook over the heads of Men working below.

- 7. If not, then try to Reduce the Risk arising by moving some or all of the Men below the hook to one side.
- 7. If not possible, then try to Isolate the Act by Slewing the Crane the other way, with a Cordoned-off area in the cranes slew circle.
- 8. If not possible, then try to Control the risk by reducing the frequency of lifting a Below the hook device over heads of (Less) men.

For as our Linked-In Colleague David Phillips said so eloquently recently, "We must recognise (all of) the hazards in the camouflage of complex environments" and take all necessary steps to minimise the effects of these, starting with Risk Assessment & Method Statements, continuing with on-going evaluation of all hazards arising, including but not limited to Wind speeds & Gusts, the Size, Shape and Drag-Coefficient of the Load(s) being lifted and the exponential effect of the Dynamic loading applied by the Wind on Longer and Longer Booms, extended by Fly or Luffing jibs.

Because if we don't Drive-Up Crane Safety Standards in the Construction Industry, then who will?

Kind Regards

Mike Ponsonby

This letter was sent to a number of people by Mr Ponsonby who is doing all he can to improve crane safety. Ed

Thanks!

Just a quick thank you for the hard hitting article in the latest magazine - Cranes & Access July 2012 - Worth the Risk on page 17. The timing could not have been more perfect we were in the middle of organising our usual summer refit, clean up and major maintenance work and struggling to get approval to hire extra kit for the work at height jobs – it's the same every year, well at least the past three years we usually get by with our own ladders and the occasional use of the forklifts which are unusually stood due to the shutdown. This year I have approval to organise the proper kit for the job and I put it down to having copied the powers that be with your article. Hopefully it will all work out so well that the days of manage and get by are behind us. More articles like this would be helpful to those of us at the cliff face.

WR

We naturally wrote back and asked if we might publish this letter but have not had any reply as of going to press. As a result we are withholding the readers name and location just in case.

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February 4-8, 2013 The second Bauma/Conexpo in India. Mumbai, India Tel: +49 89 949-20255 www.bcindia.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

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World's largest construction equipment exhibition, April 15th-21st 2013 Tel: +49 (0) 89 51070 www.bauma.de

EWPA National Convention 2013

May 8-9th, 2013 The Australian work platform association event Sydney, NSW, Australia Tel: +61 (0)2 9997 5133 www.ewpa.com.au

Vertikal Days 2013

UK/Ireland crane and access event day June 26th-27th 2013* Havdock Park, UK Tel: +44 (0) 8448 155900 Fax: +44 (0) 1295 768223 www.vertikaldays.net

Samoter 2014

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Conexpo 2014

The leading US equipment show March 4th-8th 2014 Las Vegas, Nevada, USA Tel: +1 414-298-4133 www.conexpoconagg.com



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

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35 t PPM ATT 400	1998	45.45.4	30,40m + 15,00m
40 r. Demag AC 40	2000	65456	31,20m + 13,00m
40 t Demag AC 40	1999	61416	31,20m + 13,00m
40 r. Faun RTF-40-3	1997	60606	30,00m + 15,45m
50 t. Marchetti MG 50.3	1992	61616	32,00m + 16,00m
50 t Grove GMK 3050	1999	60606	38,00m + 15,00m
55 t Grove GMK 3055	2005	fixfixfi	43,00m + 15,00m
55 t Grove GMK 3055	2007	61616	43,00m + 15,00m
60 t. Liebherr LTM 1060/2	2000	Rofes8	42,00m + 17,00m
60 t Faun ATF 60-4	2000	8x6x8	40,00m + 16,00m
70 t. Krupp KMK 4070	1991	Bx6x8	38,10m + 16,00m
70 r Fam ATF 70-4	1999	8x8x8	40,50m + 16,00m
100 t Grove GMK 4100 L	2007	BxBxB	60,00m + 17,00m
110 t Faun ATF 110G-5	2008	10x8x8	52,00m + 30,10m
120 t Liebherr LTM 1120	1992	10x8x8	45,00m + 18,00m

YARD CRANE

1048410

Make/Type	y, o. m,	Drive	Boom / Fly Jih
14 t Demag V73	1983	4x2x2	13,10 m + 5,50 m
14 t Denug V73	1991	4x2x2	t3,10 m

1996

M. Sternick GmbH sport - Export

160 t Liebherr LTM 1160/2

400 r Demag AC 1200 SL

Fax: +49-2364 - 15546 Mobile: +49-172-2332923 e-Mail: info@stemick-krane.de Internet: http://www.stemick-krane.de

60.00m = 22.00m

54,00m + 78,00m

Tel.:+49-2364 - 106203





Powered Access Sales Manager

HAYES/WEST LONDON DEPOT

Charles Wilson Engineers is one of the UK's largest equipment rental companies. Our Powered Access division is looking for an experienced Sales Manager to strengthen our position in this very busy and competitive market.

The successful candidate will be responsible for developing new business, supporting our existing customers and expanding the division. This is an exciting new position for someone who is looking for excellent career prospects and has the desire and flair to share in the future of a very successful company.

We can reward you with an excellent salary, company car and all the benefits expected from a market leader.

Please reply in writing by sending your CV to

Graham Pollard - Director

Charles Wilson Engineers Ltd



86 High Street, Harpenden, Herts, AL5 2SP or E-mail: grahampollard@cwplant.co.uk www.cwplant.co.uk

EMERSON CRANE HIRE

Is currently recruiting:

MOBILE CRANE OPERATORS APPOINTED PERSONS LIFT SUPERVISORS SLINGER/SIGNALLERS

Good rates of pay offered, working from our East London depot, CPCS qualifications are required.

Please send C.V.'s via email:

jonathan@emersoncranes.co.uk

Or by post: Emerson Crane Hire Ltd., Emerson House, Freshwater Road, Dagenham, Essex, RM8 1RX.

For further information please contact: Jonathan Callow on 020 8548 3900

Sales Administration Assistant

Haulotte Group is the leading European manufacturer of mobile elevated working platforms. Haulotte UK, based in Telford, is the sales and service subsidiary for the United Kingdom and the Republic of Ireland. We are looking for a Sales Administration Assistant to be based at our Telford offices.

You will be responsible for carrying out the complete sales order process, liaising with customers and factories and arranging transport for delivery of machines. You will also process all the administration in relation to sales, including invoicing customers, checking and authorising invoices and chasing outstanding payments.

You will possess excellent communication skills, work well in a team environment, and have strong organisation skills with the ability to work to tight deadlines. IT skills are essential in outlook and excel and experience of the Sage accounting package and access would be an advantage.

Please send your CV to: Hannah Bennett
Haulotte UK, Stafford Park 6, Telford, Shropshire. TF3 3AT.
Or email to: hbennett@haulotte.com





Powered Access Workshop Engineer

HAYES/WEST LONDON DEPOT

Charles Wilson Engineers is one of the UK's largest equipment rental companies. Our Powered Access division is looking for an experienced Workshop Engineer to work in our busy Hayes, West London depot.

The successful candidate must be fully experienced in the repair and servicing of Powered Access machines. They will be a part of a team that maintains our Powered Access rental fleet to a very high standard.

Excellent salary and all the benefits expected from a market leader.

We are also looking for young people who may have just completed an Engineering apprenticeship that wish to work within an experienced team to gain valuable training and to further their career.

Please reply in writing by sending your CV to

Mike St Leger - Workshop Manager

Charles Wilson Engineers Ltd



1366. Uxbridge Road, Hayes, Middlesex UB4 5JJ OR E-mail: hayesws@cwplant.co.uk www.cwplant.co.uk

Trade & Plant Sales Manager: AFI Resale



An exciting opportunity has arisen to join AFI, one of the UK's leading suppliers of powered access equipment, as Trade & Plant Sales Manager in AFI Resale, our rapidly expanding machine sales division.

Working within a small dynamic sales team, you will be responsible for developing new and used powered access machine sales to trade and plant companies throughout the UK.

You should be able to demonstrate success from operating in a similar role in generating new business opportunities whilst also meeting the needs of an existing customer base. This is a national role, which will involve frequent travel and the requirement to spend time away from home.

We offer an excellent salary and benefits package including car allowance, incentive scheme and 23 days holiday per year rising to 25.

To find out more about AFI, go to www.afi-uplift.co.uk

To apply for this position, please email your CV to Tony Havercroft on thavercroft@afi-uplift.co.uk

Plant Hire Controller Newcastle Based

A leading heavy plant hire company **based in Newcastle** is currently seeking for a full time hire controller. The company operates a fleet of heavy construction equipment throughout Great Britain.

The purpose of this position is to ensure the smooth management of the company's operations.

The position requires liaison with our sales team, outside contractors (transport), our own service crew and customers, to ensure that plant movements take place as planned. This position demands a high level of inter-personal skills and an ability to influence and negotiate both internally and externally. The ability to multitask and to work under pressure will be key requirements of the job holder. Computer literacy and **proficiency with Microsoft Office** is a requirement, as are good written and verbal communication skills. The successful applicant will be required to demonstrate an ability to contribute to and work flexibly as part of a small team.

Candidates should have a minimum of two years relevant experience of transport logistics and scheduling of a service team, while experience within the plant hire industry would be an advantage.

An attractive and competitive salary is offered in line with experience.

Please apply to Robert.tatton54@gmail.com

MOBILE ACCESS PLATFORM SERVICE ENGINEER

(London Area)

London Tower Service is looking for an experienced **Service Engineer** for its growing operations in the **London area**. This is a great opportunity for the right person.

the following experience is required:-

- · Electrical and hydraulic fault finding
- Machine inspections
- PAC/IPAF cards and deep cycle battery systems an advantage

Soft skills are required and you need to be:-

- a good communicator,
- able to work under pressure, be a team player self-motivated and ambitious.
 Applicants with plant background will be considered, we offer an

excellent salary including company van.



To apply for this role please contact Paul Fairhall on 02075112090 or email your CV and covering letter to:paul@londontowerservice.co.uk



Senior Service Engineer & Mobile Service Engineer

Do you want to work for a market leader? Are you looking for a new and exciting opportunity? If so, this could be the ideal opportunity for you.

We are Nationwide Platforms, the UK's leading provider of powered access rentals and working at height training. Our fleet of more than 11,300 platforms operates from a strategically located depot network across the UK, providing safe and effective access solutions up to 84 metres.

We are currently recruiting at our Specialist Vehicles Depot in Leeds.

We are looking for the following personnel to join our team.

Senior Service Engineer - This is an exciting opportunity to organise, control and co-ordinate the effective engineering service support to the depot, covering pre delivery inspections, planned maintenance, repair and breakdown and accurate administration.

Mobile Service Engineer - You will ensure smooth running of the fleet within the region in order to maintain and service our customer expectations. You will make this happen by repairing machines on site ensuring conformance with manufacturer's specification and company policy, as well completing planned maintenance activities including maintaining the appearance of the fleet to corporate standard.

Competitive salary plus benefits including 25 days holiday, health cash plan, pension scheme, life assurance.

If you are interested or want to find out further information about these roles please contact the Recruitment Team on 01455 206808. or email your CV to recruitment@nationwideplatforms.co.uk.





Please quote Vertikal on your application as a reference

Crane Operator

John Taylor Crane Services is looking to recruit a Crane Operator and/or Appointed Person. Competitive salary & benefits are available for the correct candidate.

The Role

First and foremost you will have a proven track record as a mobile crane operator, experience of mini cranes would be an advantage, but training will be given. You will be required to operate our fleet of mini cranes and mobile cranes both on site and in-house. A candidate with the knowledge and experience to train as an Appointed Person would be ideal.

Responsibilities

- CPS qualifications
- Full driving license
- Commitment to excellent customer service and safety
- Ability to work as part of team and on own without supervision
- Demonstrate a flexible approach to working hours
- Awareness of health & safety issues
- A can do attitude

Contact Julie Marshall Tel. 01767 677155 email: julie@jtcranes.co.uk



The International Powered Access Federation (IPAF) is looking for an imaginative, effective and dynamic audit manager with an eye for detail.

The successful candidate will be responsible for overseeing the highest possible standards of auditing for IPAF's expanding training programmes around the world. He/she will manage a team of part time auditors, will be responsible for establishing rigid and systematic audit operations in new countries and will oversee all aspects of quality control within the Federation and its existing training centres.

The post is full time and will be based in our UK office in Cumbria where you will report to our Director of Operations. Around 50% of your time will be spent auditing and 50% in our office. Quarterly reports to the IPAF CEO will be a feature of the job as will some international travel. You do not need to be familiar with IPAF's programmes, but should have appropriate auditing/ quality control experience and qualifications. Experience of working in an international environment or the ability to speak a European language in addition to English would be an advantage.

Salary will be in the region of £35k dependent on qualifications and experience. More information about the position can be found at www.ipaf.org/jobs

Please apply in writing with a CV and letter of application to IPAF's CEO Tim Whiteman via jobs@ipaf.org Deadline: 8th October 2012.

Technical Co ordinator, Area Sales Manager & Workshop Service Engineer

Do you want to work for a market leader? Are you looking for a new and exciting opportunity? If so, this could be the ideal opportunity for you.

We are Nationwide Platforms, the UK's leading provider of powered access rentals and working at height training. Our fleet of more than 11,300 platforms operates from a strategically located depot network across the UK, providing safe and effective access solutions up to 84 metres.

We are looking for the following personnel to join our team.

Technical Co ordinator - Lutterworth Head Office - This is an exciting opportunity for an experienced Service Engineer that has extensive knowledge of platform powered access servicing and fault finding. As the Technical Co ordinator you will be responsible for diagnosing faults and breakdowns efficiently and professionally via the telephone.

Area Sales Manager Manchester Specialist Vehicles - This is an excellent opportunity for an experienced sales professional to add value to the Manchester region customer portfolio. As an expert within Truck mounted vehicles you will aim towards maximising revenue with new and existing customer, and building revenue pipeline to contribute to the region.

Workshop Service Engineer Southampton - This is an excellent opportunity for an experienced Service Engineer to join the Birmingham Depot. Working within this fast paced and busy depot you will work as a team to ensure that the fleet is inspected, repaired and maintained to a high standard to ensure customer service standards are met. If you are interested or want to find out further

information about these roles please contact the Recruitment Team on 01455 206808. or email your CV to recruitment@nationwideplatforms.co.uk.



Please quote Vertikal on your application as a reference

Mobile Crane Technician Port Augusta, South Australia, Australia

Max Crane & Equipment Hire is based in the Spencer Gulf, South Australia. We are one of the largest locally owned and operated crane companies in SA, and have an opening for a highly qualified, experienced and motivated Crane Technician to join our rapidly growing work force.

Job Qualifications:

- Mobile hydraulic crane work experience is a must
- Sound knowledge of hydraulic and electrical systems is required
- Ability to read electrical & hydraulic schematics
- Welding experience is a plus
- Trouble shooting skills
- Ability to perform scheduled preventative maintenance
- · Dedicated with an attention to detail
- Able to work unsupervised and in a team environment
- Good time management skills
- Punctual, good written and oral communication
- Possess a strong customer service work ethic with good attitude
- Able to communicate well with customers and team members
- Willingness to learn and grow professionally and personally
- Willingness to work overtime when required and to be on an on call roster for emergency breakdowns

This position will be primarily focused on the service and repair of the Max Crane equipment. Persons must be able to handle multi-task situations, must be well organised and self-motivated. All technical experience will be considered, prefer a strong background in electrical, hydraulic and computer controlled systems

Compensation:

Max Cranes offers competitive above award wages with an excellent remuneration package. Relocation assistance available to the right applicant.



Send applications and resumes to admin@maxcranes.com.au WWW.maxcranes.com.au

Hire Controller Elland, West Yorkshire

Wilson Access Hire Limited is currently looking for a full time hire controller/assistant hire controller to work from our head office in Elland, West Yorkshire. Candidates must have at least two years' experience of plant hire and knowledge of the hire industry. Experience of operated hires, transport logistics and the truck mounted access industry would be favourable.

Due to the nature of our business and its requirements candidates need to be able to organise themselves and manage other members of staff.

Experience of Outlook, Excel and Word are required to an intermediate standard. Good communication skills and planning are also essential.

Salary - negotiable upon experience

Please email current and up to date CV to accounts@wilsonaccess.co.uk







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