

# cranes & access

A large blue truck-mounted crane is lifting a white bag of material. The crane is mounted on a truck, and the bag is suspended in the air. The background shows a construction site with a pile of rocks in the foreground and a worker in a yellow safety vest and red hard hat standing near the truck. The sky is blue with some clouds.

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December/January 2014 Vol.15 issue 9

**Loader cranes**

**Annual rental  
rate guide**

**A look back  
at 2013**

**Mid to large truck  
mounted lifts**

... Palfinger triple acquisition ... Boom upgrade kits from Liebherr & Terex....Speedy CEO resigns...



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## On the cover:

One of four new mid-sized loader cranes from Hiab - the X-CLX 178 - launched in 2013.



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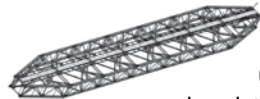
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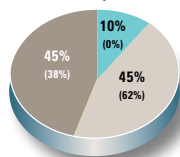
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This month we take a look at loader crane developments including interviews with Transloader Services director and ALLMI board member Carly Barnard (L) and HMF UK managing director Ian Roberts.

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This year's rental rate guide has revealed the most positive mood since 2007. Companies within all three sectors we cover - cranes, powered access and telehandlers - have reported more stability, improvements and a positive view for 2014.



Truck mounted lifts 35

We ask is there a shift away from the established Northern European medium to large truck mounted platforms, towards Italian manufacturers as well as looking at new products that are scheduled to hit the market.

Look back at

2013 45



Although a mixed year depending greatly on where you live, 2013 has generally been a step in the right direction for most companies in our sector. The Cranes & Access annual review looks back at industry highlights as well as the major news and events from the world at large.

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## In the next C&A

The next issue of Cranes & Access, scheduled for the end of February, will feature Batteries, our main preview of the Conexpo show in Las Vegas this March, Self-propelled electric boom lifts and Rough Terrain cranes. If you have any contributions or suggestions, please contact our editorial team.

**"A good leader can engage in a debate frankly and thoroughly, knowing that at the end he and the other side must be closer, and thus emerge stronger. You don't have that idea when you are arrogant, superficial, and uninformed."**

*Nelson Mandela*

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## Happy New Year! (almost)

By the time you are reading this we will be a few weeks into 2014 with Christmas and New Year celebrations a distant memory as we cope with a damp and windy or freezing January in the Northern Hemisphere. However our Annual Rental Rate Guide should provide some cheer and makes for very good reading.

The survey, carried out in the UK, reports the most positive mood since 2007, with rate stability and even improvements across the board. But perhaps more importantly the majority of fleets have started expanding again and the forecast for 2014 is positive. Good news for rental companies, manufacturers and end-users alike and hopefully the beginning of a period where rental rates begin to reflect the true cost of the equipment, expertise and support services.

Unfortunately some areas have not moved on at all. One is the way in which the Health & Safety Executive investigates accidents in the UK. Let me say now that we wholeheartedly support the work the HSE does and want to see it playing a greater role in creating a better industry for us all. However its policy towards accident investigations is totally unfit for purpose.

We have often highlighted the length of time taken - years in many cases - to divulge information relating to an accident. In November IPAF asked the government to look into the time taken by the HSE to report on its technical investigation into a fatal boom lift accident in June 2013. It received a response from Mike Penning, UK minister of state for disabled people, explaining the actions being taken etc etc etc..... However it was when chasing a comment from the HSE that we were made aware that the whole point of an HSE investigation is not to produce a report telling us what and why it happened, but to "determine whether there has been a criminal breach of a law and as a result whether enforcement action is necessary."

We thought, along with most of the industry, that the HSE was supposed to publish its findings when investigating a serious accident, so that we all might learn and improve. Instead it seems the HSE believes it is a second police force, rather than an agency with a charter to improve safety at work. If that is so then we need an alternative 'reputable organisation' like the Civil Aviation Authority that produces accurate investigation reports quickly and lets the industry get on with its business, rather than keeping it in limbo - in some cases for years.

Wishing you all a happy, healthy and prosperous 2014

Mark Darwin

*Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net*

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The incident at the Corinthians stadium

## Fatal crane collapse at Sao Paulo World Cup stadium

In late November two people died when a large crawler crane collapsed at Sao Paulo's Arena Corinthians stadium which is due to host the opening ceremony for the 2014 football World Cup on 12th June.

The boom of the crane - a 1,350 tonne Liebherr LR 11350 owned by Brazil's largest crane company Locar - appears to have gone over the back and to the side of the machine breaking the superstructure connections.

The crane was specifically brought in to install the large roof structure and was working with suspended derrick mast counterweight, lifting the final 420 tonne section into place when things went wrong. An investigation is continuing and while claims of excessive hours, seven day working and pressure to complete the job have been made, no official statements have been issued.

## New access rental supplier

A new UK-based access rental company United Powered Access has formally started trading to external customers. The company which is based in Lymm, Cheshire is owned by the CA Group - one of the UK's leading metal roofing and cladding system manufacturers - which has an equally strong contracting business specialising in industrial, commercial, public sector and refurbishment markets.

Greg Miller - an experienced access veteran of almost 30 years - set up and is heading United after being recruited to look into the feasibility of a new rental operation to supply CA's own needs and those of like-minded contractors following problems sourcing specific equipment.

Miller settled on two major suppliers to begin with, Skyjack for scissor lifts, especially the company's SJ9250 and 8841 big deck models, and Niftylift for booms - particularly its Hybrid 4x4 units although it has taken a range of machines including the HR12 Bi-Energy, HR12 4x4, HR17 and HR21. The Skyjack models include 6826s and SJ vertical mast models. With more units on order the fleet should exceed 200 units by mid-year.



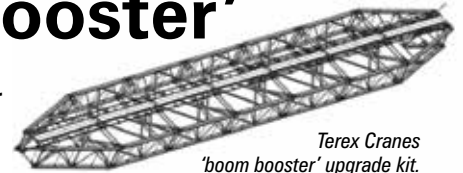
United Powered Access' new premises in Lymm.



Tim Ward of Niftylift hands over the latest boom lifts to Greg Miller of UPA.

## Terex Cranes reveals 'boom booster'

Terex Cranes has released preliminary specifications for a new capacity-increasing upgrade kit for its CC 8800-1 crawler crane.



Terex Cranes 'boom booster' upgrade kit.

The 'Boom Booster' is currently on test with first shipments planned for this summer. Terex claims the 'boom booster' provides a significant increase in capacities with long system lengths, is cost effective to transport and can be retrofitted to any CC 8800-1.

The new kit comprises five, 10 metre long by 10 metres wide bolt-together boom sections, plus two 11 metre long bolt-together tapered sections, providing a new extra wide boom of up to 72 metres, to which standard boom sections can be added. When using the boom booster the maximum counterweight on the carrier jumps from 640 to 800 tonnes, giving the CC 8800-1 in Booster SFVL configuration with 86 metres of main boom plus a 12 metre jib (90 metre hook height) a capacity of 953 tonnes at 20 metres and 892 tonnes at 24 metres radius - ideal for long heavy items.

## Fassi acquires Cranab

Italian loader crane manufacturer Fassi has acquired a controlling interest in Swedish timber crane manufacturer Cranab, in partnership with three Swedish investment companies - Mittkapital, Ekonord and Inlandsinnovation - via their jointly held Z-Forestab fund. Details of the equity split have not been revealed.

At the same time Cranab has acquired Bracke Forest AB, a manufacturer of forestry attachments including scarifiers, planting machines, biomass heads, felling heads and equipment for mechanised seeding.



A Cranab forestry loader crane

## Boom upgrade kit for Liebherr LR 1600/2

Liebherr has introduced a boom upgrade kit for its LR 1600/2 crawler crane which increases lifting capacities by up to 20 percent and extends the heavy duty lift height by 15 metres. The new SL-10 system, combined with 12 metre fixed jib takes the maximum hook height to more than 160 metres at which it can lift 71 tonnes.

A more direct comparison with the standard boom shows an increase in capacity from 77 to 92 tonnes at a hook height of 147 metres. The boom kit allows the crane to erect the latest generation of wind turbines with tower heights of up to 150 metres. The derrick system has also been improved to allow the longer main boom and jib combinations to be erected.

A LR 1600/2 crawler crane fitted with Liebherr's new SL-10 boom upgrade for big turbines





Bronto launched its XR range at Bauma – the new 47m will be on a two axle chassis

## Bronto to launch two axle 47m

Bronto plans to introduce a 47 metre platform mounted on an 18 tonne two axle chassis this year. The new S47XR will be the third unit in the company's XR series, joining the 56 metre S56XR and 65 metre S65XR launched at Bauma. The S47XR will have the same specification levels and technology as the larger models. Expect to see it in sometime this summer.

## 'Secondary Guarding' - its official

The UK Strategic Forum for Construction Plant Safety Group has changed the name it uses to refer to 'anti-crushing' devices for boom lifts, from 'Anti-Entrapment' to 'Secondary Guarding'.

The change followed a proposal from IPAF technical officer, Chris Wraith which stated: "All aerial work platforms are safe by design and fitted as standard with a device to provide primary protection. Additional equipment or devices fitted to reduce the risk of an overhead crushing injury offer secondary protection and should not replace good practice by management and the operator."

Wraith added: "The term anti-entrapment implies that the use of these devices will prevent entrapment, even though there is no single solution to prevent overhead crushing incidents from occurring. A reduction in serious incidents will only come about by the combined efforts of operators, site management, hire companies and manufacturers and this renaming is a step in this direction."



Anti-Entrapment devices are now known as Secondary Guarding

## Speedy CEO resigns

Steve Corcoran the chief executive of UK rental company Speedy, resigned late last year following the discovery of financial irregularities within its International division, following the recent take-over of the division by ex-Lavendon director Andy Wright.

The company says that it will re-state its 2012/13 financials and is likely to take a £3 million hit on pre-tax profits in the current year, which ends in March. The company also had to negotiate waivers with its lenders having broken some clauses in its loan agreements. Financial consultants Deloitte have been appointed to investigate and the international division's finance director suspended. Corcoran said he believed that it was appropriate that he resigned, and will depart following the appointment of a replacement.



Steve Corcoran

## Skyjack launches secondary guarding systems

Skyjack has announced two secondary guarding options for its range of boom lifts - the mechanical SG-M structure which features a lightweight protective steel structure that physically protects the operator from being pressed against the controls and the SG-E electronic system which features a sensor bar that, when pushed, instantly stops all machine functions and initiates a siren and high intensity flashing beacon.



The Skyjack SG-E secondary guarding system

If the bar is released within a second, the siren and beacon will cease, and the selected function will return. If pressure is applied for more than a second, they will continue to operate and the engine will stop, halting all functions until the machine is reset.

Skyjack developed the solutions in co-operation with UK based Select Plant Hire, the rental/equipment division of Laing O'Rourke, which recently purchased 250 Skyjack platforms, including 46ft and 63ft articulated boom lifts. The devices can be ordered on new Skyjack booms or retrofitted to any model manufactured since 2006. Neither system impairs operator visibility, platform space or access to the work area, and both are said to require minimum maintenance.

## Palfinger acquires three

Palfinger has made three new acquisitions, including two specialist access companies targeting the offshore sector - one in Austria and one in the Middle East - and a Russian forestry and recycling loader cane business.

A JSC Solombalsky logging crane



The first acquisition is an 85 percent stake in Palfinger Systems which manufactures, sells and rents 'customised access systems'. The business is a division that Palfinger did not acquire when it took over Palfinger Systems offshore loader crane business in 2012 and was owned by Hubert Palfinger Senior. The company has revenues of €1 million, employs 50 staff, and recently won a €10 million contract in Singapore, which it now needs to deliver.

The second is UAE/Qatar rope access specialist Megarme Group, which has 500 employees, mostly abseilers. The company carries out repair and maintenance work on ships and oil rigs from bases in Dubai, Abu Dhabi and Qatar. Revenues are around €15 million.

The final acquisition is a 60 percent stake in PMGroup Lifting Machine, a further 20 percent of the equity will be purchased by Steindl Forsttechnik. The group comprises two Russian crane manufacturers Velmash and Solombalsky Engineering Works, which produce and distribute a broad range of timber and recycling cranes and attachments.



A Velmash loader crane

# Manitex completes Valla takeover

Manitex has now completed the acquisition of Italian pick&carry crane maker Valla for an 'earn-out' sum of \$1.2 million. Valla had revenues last year of \$7.5 million and an operating profit of \$700,000. ManiteX said that it expects Valla to make an earnings contribution in 2014.

Founded in 1945, Valla was still family owned, headed by Antonio Valla, a Californian-based lawyer. It produces a line of mostly battery electric cranes with lift capacities ranging from two to 90 tonnes, which both wheeled or tracked models in the line-up. Best known for its boom trucks, the deal increases the ManiteX presence in Italy, where it already owns port handling specialist CVS Ferrari. ManiteX also owns Badger Rough Terrain cranes and Little Giant conventional truck cranes.

Valla general manager Mario Riva said: "We believe that ManiteX International brings a strong distribution network and valued resources to the table that will significantly enhance Valla's market position."



A Valla 20E working on a curtain walling job



# Prolift adds telehandlers

The first telehandler arrives: (L-R) Richard Davis of Holt JCB, Stewart Green of Prolift, Dave Probert of Holt JCB and Rod Giles of Prolift, with Prolift's Terry Cole in the cab.

UK-based rental company Prolift Access has started adding telescopic handlers to its rental fleet. The first units are the 3.5 tonne/9.5 metre JCB 535-95 purchased through the manufacturer's dealer Holt JCB. Prolift managing director Andy Pearson said: "We have been cross-hiring telehandlers for some time now, so we see this as a natural progression for our hire fleet. We have also ordered some 12 metre telehandlers."

# New CEO for Sany America

Sany America has appointed Mike Rhoda as chief executive, replacing Tim Frank, who resigned in October. Rhoda will have overall responsibility for manufacturing, sales, marketing and support for all Sany products in the United States, Canada, Mexico and Central America.

Prior to this appointment Rhoda was chief technology officer with Doosan Infracore Construction Equipment and spent over five years with Volvo Construction Equipment.



Mike Rhoda

# Michelin launches new crane tyre

Michelin has launched a new crane tyre - the X-Crane + - an upgraded version of the X-Crane tyre which claims 20 percent longer life, as well as improved comfort and safety. It has also added a new tyre size - 385/95 R25 - as well as the 525/80 R25 and the 445/95 R25 sizes and has an F speed rating (80kph).

Michelin claims that the new tyre is safer thanks to an increased surface contact area, a new rubber compound in the tread, which reduces heat build-up in the shoulders and higher resistance steel re-enforcing wires. The company also says that the more rigid tread compound wears more evenly and generates fewer vibrations, and can be re-grooved further extending the tyre's life.



The new Michelin X-Crane + tyre



The Skyjack scissor lifts includes 50 SJ3219s, 30 SJ4632s and 10 SJ3226s

# More machines for AFI

UK rental company AFI has purchased 118 new aerial lifts, taking its fleet investment for 2013 to around £7.5 million. The latest order includes 90 Skyjack slab scissor lifts, 15 Genie boom lifts and 13 truck mounted lifts for the Wilson Access fleet acquired earlier this year.

The Skyjack order includes 50 SJ3219s, 30 SJ4632s and 10 SJ3226s, while all 15 of the Genie models are Z45/25. The 13 truck mounts include models from Multitel, CTE, GSR and Palfinger, with working heights ranging from 20 to 45 metres. The new machines will be distributed to AFI's 19 depots in the UK.

# Roxu transfers to South America

Spanish crane rental company Grúas Roxu has opened a new South American subsidiary in Costa Rica and shipped 10 cranes and 10 aerial work platforms from Spain to start the new venture.



Roxu cranes being loaded for shipment to Costa Rica

The equipment, includes some large boom lifts and a 350 tonne All Terrain crane and joins a number of other cranes already working in the region, including a 1,200 tonne Liebherr LTM 11200-9.1 employed on a wind farm development in northern Costa Rica. 20 more units will follow in the spring and some operators will relocate with the cranes. The company plans to transfer at least a third of its fleet which includes 160 mobile cranes, 80 large loader cranes and more than 700 aerial lifts, topped by a 112 metre Bronto truck mount.



Coskun Vinc's new T540 outside Ruthmann's sales and service partner's Acarlar Makine depot



## Double first for Ruthmann

German access rental company G. Winkelmann has ordered the first 63 metre Ruthmann T630 - scheduled for delivery in June - it will be the largest truck mounted lift in the Winkelmann fleet.

At the same time Turkish crane and access company Coskun Vinc has taken delivery of Ruthmann's first 'height performance' truck mounted lift in Turkey - a 54 metre T540. Mounted on a three-axle 26 tonne chassis, it features a four section main boom, 16 metre top boom and maximum outreach of 40 metres. The platform has a 600kg capacity and can be extended to 3.82 metres which, the company claims, is currently the largest work platform on a regular truck mounted lift.



The 63 metre T630 truck mounted lift at the company's international sales and service partner meeting in Germany

## Integrated Logistics takes AC1000

Kuwait heavy lift company Integrated Logistics has taken delivery of a Terex AC1000 All Terrain crane. The crane - billed by Terex as a 1,200 tonne capacity class machine - has a standard 50 metre boom which can travel on most roads, and can be extended to 100 metres by removing the boom nose and adding more telescopic sections.

Saleh Al Huwaidi, chief executive of Integrated Logistics, said: "We needed a high-capacity crane that would offer quick mobilisation, even in congested areas, for single-lift jobs. The crane's first job will be placing a 200 tonne steel girder in a tandem lift with our Terex AC 500-2."

Christian Kassner, Terex Cranes international sales manager, added: "The markets in which Integrated Logistics operates are highly competitive, and the AC1000 gives the company a competitive edge by offering low transportation costs and short rigging times." The Integrated Logistics fleet includes 400 cranes topped by a 1,600 tonne Terex CC8800-1.



Christian Kassner handing over the AC1000 to Saleh Al Huwaidi

## Largest Liebherr tower crane on test

Liebherr's new 1000 EC-B 125 - unveiled at Bauma and currently its largest capacity tower crane - is currently completing an intensive test programme at the company's Biberach facility.

As well as the dynamic and static overload tests, which included a 158 tonne lift to test the crane's 125 tonne maximum capacity, Liebherr is testing a new climbing system which at around 45 minutes for each climbing stage takes half the time of conventional climbing equipment. The crane is aimed at wind turbine erection and power station and plant construction.



Each stage in the climbing process can be completed twice as fast as with conventional climbing equipment.

## 25 new JLGs for SAS

JLG has received an order for 25 aerial lifts from UK rental company Safe Access Solutions (SAS), worth around £650,000. The order includes both diesel and dual power articulated boom lifts and ES electric slab scissor lifts. The first units have already been delivered. SAS director Peter Whittall said: "Discussions with JLG began some months ago and the partnership we have established is paying dividends in terms of customer response to our equipment and the backup and support we receive."



SAS managing director Dean Corrie (L) and Peter Whittall with three of the new JLG lifts

## Tanfield Engineering calls in the administrator

Having transferred Snorkel to Xtreme and Don Ahern, Tanfield has placed its subsidiary Tanfield Engineering into administration, having failed to find a buyer.

The business, while not large, posted losses of £732,000 last year and has negative net assets of around £367,000. The administrator said it plans to run the company while seeking a buyer.

A statement from Tanfield said: "No immediate buyers were identified and in order to preserve the group's cash reserves to run the plc to realise value from the company's two principal investments in Snorkel and Smith Electric Vehicles, the company has appointed administrators for this business unit. They are optimistic that they will find a buyer and preserve as many jobs as possible."

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Loading the hydraulic box with spoil

## Penny's new hydraulic spoil box

UK-based loader crane and tail lift manufacturer Penny Hydraulics has launched a new hydraulic spoil box which eliminates working from the bed of the vehicle, when loading or unloading loose material.

The FV300/2 has been conceived for highways maintenance operations, and offers a maximum capacity of 300kg. The box can easily lift loads from ground level onto the bed of a truck. The unit includes full proportional control for all main functions and thanks to its low weight can be installed on a wide range of commercial vehicles. It can also be removed allowing the crane to be used with different lifting attachments such as an electric winch where down hole handling is required.

## IPAF introduces Smart PAL Card

The International Powered Access Federation (IPAF) has launched its Smart PAL (Powered Access Licence) Card with an embedded machine-readable microchip and can be used to ensure only trained operators use work platforms on site.

Using a Smart PAL Card along with a reader device can be used by site managers to ensure that only correctly trained operators can operate equipment and track who has used which machine for how long to prevent fraudulent use. Standard PAL Cards will continue to be issued and accepted on site.



The new IPAF Smart PAL Card which has a wireless icon and a microchip embedded within

## 250 Skyjacks for Modern

Singapore-based rental company Modern Access & Equipment has taken delivery of 250 Skyjack electric slab scissor lifts. Modern group is based in Hong Kong with branches in Beijing Guangdong and Macau as well as its Singapore operation and offers aerial work platforms, scaffold and fall arrest equipment for sale and rental.

Klein Phua assistant general manager said: "The addition of Skyjack to our rental fleet will greatly complement our current rental fleet which consists of various aerial brands."



(L-R) Simon Cracknell of Skyjack with Klein Phua of Modern Singapore and Ashley Leontwich of Skyjack

## Hiab China JV moves ahead



A Chinese built loader crane

Regulatory approvals for Sinotruk (Shandong) Hiab Equipment Company are all cleared and Hiab owner Cargotec is making a €10 million equity investment in the joint venture during year one. CNHTC's dealers and service stations throughout China will be used for the distribution, sales and service of Hiab's cranes and hooklifts. The joint venture will also develop CNHTC's existing loader cranes and production base for the Chinese market.

## Thorough examination of lifting eyes

The UK's Construction Plant-hire Association (CPA) has issued a draft Technical Information Note on the thorough examination of lifting eyes, which includes whether or not lifting eyes are classed as lifting accessories subject to a thorough investigation. The association is seeking feedback and comment before publishing.



A permanently attached lifting eye does not require thorough examination



An example of a removable lifting eye

A key element of the note states: "If the lifting eyes are able to be removed from the load, for example by unscrewing, they are classed as lifting accessories and must be thoroughly examined at intervals not exceeding the six months required by Regulation 9(3)(i) of the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER). If the lifting eyes are

permanently attached to the load, for example by welding, they are part of the load and do not require thorough examination. They do however need to be inspected at appropriate intervals under Regulation 6 of the Provision and Use of Work Equipment Regulations 1998 (PUWER)."

## CE for Cushman scissor lift

Cushman has completed CE approval and certification for its Titan buggy mounted scissor lift which is now available for sale in Europe. The unit was shown at last year's Vertikal Days to gauge market interest before the company started the CE testing and approval process. Cushman launched the unit in the USA just over a year ago, having developed it in partnership with Compact Equipment. It combines a standard Cushman industrial truck with the lift stack and platform of a Custom HB-1030E scissor lift, and thanks to the higher chassis, boasts a platform height of just over 11ft, for a working height of almost 5.5 metres.



The Cushman Titan scissor lift

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The Group

# Palfinger takes over as chairman

Hubert Palfinger has taken over as chairman of Palfinger's supervisory board from Alexander Doujak who has resigned. Hannes Palfinger - his brother - is the new deputy chairman. Hubert Palfinger, 44, has sat on the Palfinger board since 2005, and has been deputy chairman since 2008. Doujak spent 18 years with Palfinger, serving in a number of roles initially as a management consultant before joining the supervisory board in 2006 and becoming chairman in 2010. These moves are seen as the final step in the on-going generation change on the supervisory board.



Hubert Palfinger



Alexander Doujak

# Hertz may exit equipment rental



Hertz is considering the sale of its Equipment rental division among other options, following moves by some activist investors and 'unusual and substantial trading' activity in its shares. The company has retained Bank of America Merrill Lynch and Barclays to 'advise on improving shareholder returns' and to help defend itself against an attack though the adoption of a Poison Pill strategy to block hostile investors from accumulating more than a 10 percent holding in the company.

# New MD for Nationwide Platforms



Jeremy Fish

Lavendon has appointed Jeremy Fish as managing director of its UK-based Nationwide Platforms operation. The move follows the surprise departure of Mike Potts and other senior managers at the end of October. Fish joins the company following six months as a consultant to Ainscough Crane Hire, prior to that he spent eight years with generator rental company Aggreko where his most recent position was managing director of emerging markets.

# 200 Hiabs to Chausson Matériaux in France

Hiab has won a contract to supply 200 loader cranes to Toulouse-based Chausson Matériaux, one of France's largest independent building materials suppliers.

Five medium-capacity XS models will be delivered during 2014 and early 2015, all fitted with the HiPro operating system and Combdrive remote control. Chausson Matériaux currently operates a fleet of 400 Hiab cranes, which will increase to 550 with this order.



A Hiab XS544

# 60ft scissor from MEC

US aerial lift manufacturer MEC will launch a new 60ft Rough Terrain scissor lift at Conexpo in March, with first shipments due to commence in April. The new lift will be the highest scissor lift currently produced in North America.

With a 20.2 metre working height the MEC 6092RT is based on the 5492RT running gear but uses a new scissor stack.

It joins the company's '92' range of 2.34 metre wide scissor lifts and will feature the 7.5 metre Ultra-Deck dual platform extension with platform capacity likely to be between 580 and 600kg for CE models. Total weight is about 9,200kg.



The MEC 6092RT will be based on the 5492

# JCB's £150m UK expansion plan

JCB has announced plans to invest £150 million - its largest single investment ever - to expand its operations in Staffordshire, UK, creating an additional 2,500 jobs by 2018. The move is part of a five-year plan for Staffordshire and part of a wider global growth strategy.

Plans include a new purpose-built 32,500 square metre plant for JCB Cab Systems in Beamhurst, near Uttoxeter; expansion of the plant in Rochester to increase hydraulic cylinder production; a brand-new, 20,000 square metre purpose-built facility in Cheadle for JCB Earthmovers and JCB Compact Products operations and a new training facility for JCB staff, to be run in conjunction with universities to support apprentice and graduate training programmes.

# Youngman issues Boss X upgrade

UK access specialist Youngman has issued an upgrade notice, following an incident involving a Boss X3 which continued to raise while being used by dry walling specialist BDL on a London site at the end of October.

Fortunately the employee avoided hitting the ceiling and his colleagues quickly used the lower controls to bring the platform down. The machine's owner Mr Plant Hire found that the control solenoid contacts had stuck, causing the motor to continue to run and pump oil into the lift cylinder until the pressure relief valve was opened. There were no obvious signs of damage or failure to the solenoid.

Although Youngman failed to replicate the incident, it has issued a retrofit upgrade kits to all owners of older Boss X series machines, adding the later machine's two way valve. In the meantime it recommends users maintain the batteries in a decent state of charge as a precaution to avoid spikes in the current to the solenoid.



The original Youngman Boss X3

# Record profits for Ashtead

Ashtead - owner of Sunbelt and A-Plant - has reported record first half profits of £207.8 million 82 percent up on last year, while revenues increased 23 percent to £849.7 million. Revenues at Sunbelt increased 21 percent to \$1.11 billion with operating profits up 40 percent to \$345 million. In the UK revenues at A-Plant jumped 33 percent to £138 million. The company says that trading remains strong and expects full year profits towards the upper end of expectations.



# Non-slip crane pads

UK-based composite component manufacturer Nylacast has introduced a non-slip 'Getagrip' crane outrigger mat.

Available as an option on its range of Bigfoot crane outrigger mats, a non-slip coating has been applied to the top surface to help prevent users or pedestrians from slipping on the hard cast nylon plastic surface in wet or wintery conditions.

*Nylacast has introduced a non-slip option for its Bigfoot crane outrigger mats.*



# New owner for Raimondi

Prince Khaled bin Alwaleed Al Saud, owner of Saudi Arabian investment company KBW Holding, has purchased Italian tower crane manufacturer Raimondi for an undisclosed sum. The company plans to spend around \$100 million expanding its Italian production and building new facilities in Brazil, Saudi Arabia and India.



*Prince Khaled bin Alwaleed Al Saud*

# New online access company

Alloy tower and low level access equipment manufacturer Instant UpRight has launched a new on-line sales company, Go Direct Access.

Aimed initially at general tradesmen, small contractors and DIY enthusiasts in the UK and Ireland, the company will sell standard TT250 towers up to 9.1 metres, TP100 and 150 podium steps and folding low-level work platforms, including T200 Towermatic low level platforms. Most of the products on offer are built at the company's new plant in China and prices are said to be highly competitive. As well as offering free same-day delivery, customers will receive a short training video of each product highlighting key features and set up techniques.



*TP100 Podium steps*

# Isoli appoints TH White

Isoli has appointed Palfinger crane dealer TH White to distribute its range of recovery vehicles and equipment in the UK.

TH White's loader crane division has workshops in Devizes, Wiltshire and Bradford, Yorkshire. The Isoli recovery products will be mounted and installed under licence at the company's Bradford workshops. Isoli truck mounted aerial lifts will continue to be sold and serviced in the UK by APS.



*An Isoli tilt back truck bed teamed up with a loader crane*

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- **Platinum Equity** is to sell specialist aerial lift rental company **Nesco** to **Energy Capital Partners**.

- **Willenbrock Fördertechnik** has appointed **Ralf Dingeldein** managing director.



**Ralf Dingeldein**

- **Sevcon**, the producer of motor controllers for aerial lifts/fork trucks, has three new directors.

- Spanish rental company **Grúas Roxu** has shipped 20 cranes and aerial lifts to Costa Rica.

- Dutch rental company **HWS** has taken delivery of a 25 metre **CMC PLA250** and two 21 metre **PLA 210**.

- **Boels** has ordered 300 **JCB** machines for £11 million.

- **Liebherr** says it will re-evaluate the future of its plant in Ireland following a strike and court decision.

- UK rental company **One Call Hire** has taken delivery of 20 Manitou MT625 telehandlers.

- **Theisen Baumaschinen** has appointed **Martin Hollerith** as sales manager.



**Martin Hollerith**

- **Niftylift** has received its two Queens Awards.

- **Riwal Brazil** has opened a second location in the Campinas region of São Paulo.

- Dutch rental company **HWS** has ordered seven more **Niftylifts**.

- The first 27 units of **Custom Equipment's** new Hy-Brid 1230 have been sold to **American Scissor Lift**.

- **JCB's** chief executive **Alan Blake** has retired after 25 years with the company.



**Gareth Jones**

- **Gareth Jones** the commercial director of UK crane rental company **Ainscough** is to leave.

- Vermont-based **Wood's CRW** has acquired the Carlisle, Pa, branch of **Link Belt Mid-Atlantic**.

- **NCSG** has acquired Calgary-based, **Mullen Rigging** and Industrial Services.

- UK-based **Smart Platform Rentals** has opened its fourth location in Dartford, near London.

- Hoist manufacturer **Geda** has appointed **Mace Industries** as a distributor in the UK.

- **Ahern Rentals** has acquired **Alliance Rental** of Georgia with owners **Rusty Kaylor** and **Russ Stear**.

- **Genie** has appointed **Joe Harper** as territory manager for Washington, Oregon, Idaho and Montana.



**Joe Harper**

- **Eisele** has taken delivery of three **Terex All Terrains** and a **Spierings** mobile self-erecting tower crane.

- **Ruthmann** has appointed **Talhu Oy** as its distributor for Finland.

- Indian heavy lift and haulage company **CTC** has taken delivery of its first **Terex** crane.

- **IPAF** has launched its 'Clunk Click' harness lanyard campaign in **Singapore**.

- Italian rental company **Vento Noleggi** has ordered six 20 metre **CTE ZED** truck mounted lifts.

- **Liebherr** expects 2013 revenues to come in close to last year's record levels.

- German access company, **HK Aerial Work Platforms**, has taken delivery of three **Oil&Steel** aerial lifts.

- **Socage** has shipped its 1,000th 20 metre **DA320** truck mounted aerial lift.

- UK rental company **Lifterz Work Platforms** has taken delivery of the first of six new delivery trucks.

- A sharp slowdown in the equipment market in **India** is likely to hit profits at UK-based **JCB**.

- **Todd Hildebrand** co-owner of **Alexander Equipment Rental** in Illinois has died age 46.



**Todd Hildebrand**

- **Terex AWP/Genie** has appointed **Kuehne+Nagel** to provide global transportation management services.

- **Isoli** has obtained EU Type Approval for its PT225 and PNT205 truck mounted lifts.

- **Volvo** has sold its **Volvo Rents** North America to **Platinum Equity** for around \$1.1 billion.

- **Meva Formwork** Systems has appointed **Ashtead's Leada Acrow**, as its sole rental supplier.

- **Kalmar** has received an order for 12 hybrid E-One 2 rubber-tyred gantry cranes from **Kenya Ports Authority**.

- **DAS Otomotiv** has expanded its **Terex Cranes** territory to include Azerbaijan, Kazakhstan and Turkmenistan.

- UK-based **Smiths Equipment** has appointed **Martin Prater** as fleet manager.

- **Terex** is to sell its off-highway truck business to **Volvo** for \$160 million in cash.



**Rod Abbott**

- UK crawler crane veteran **Rod Abbott** is to retire from **NRC** after 52 years.

- UK rental company **LTS Powered Access** has taken delivery of the UK's first **JLG Toucan 12E Plus** mast boom.

- German rental company **Sönke Jordt** has taken delivery of a second **Tadano Faun ATF180G-5**.

- **Ray Ledger** is retiring as chairman of UK based **Kimberly Group**.

- Mexican mining company **Grupo Mexico** has taken delivery of a **Terex AC350/6**.



**Pat Collins**

- **Link Belt Cranes** has promoted **Pat Collins** and appointed two new product managers.

- **Trojan Battery** has appointed **Manikandan Dunamis** as its distributor for India.

- Swedish rental company **Hyreshuset** has taken delivery of a 22 metre **Dino 220XTC** spider lift.

- **Speedy** has appointed **Deloitte** to investigate financial irregularities in its International division.

- UK rental company **LTS Powered Access** has moved to new premises and taken more **Niftylifts**.

- Suspended platform specialist **Spider** has promoted **Steve Leon** as Las Vegas district sales representative.

- Scottish rental company **Easy Reach Access** has purchased a 27.5 metre **Ommelift 2750 RXBDJ** spider lift.



**Nick Field**

- **Riwal** has appointed **Nick Field** as country manager Germany and expanded two of its locations.

- **John J. 'Jack' Shaughnessy**, retired president of **Shaughnessy Crane Service**, passed away.

- **Link Belt** has appointed **Sam Meroney** as district manager North Eastern USA/ Eastern Canada.



**Sam Meroney**

- **Link Belt** has appointed **Raul Ureña** as district service representative for South America.



**Raul Ureña**

- Australian rental company **Skyreach** has taken delivery of a 63ft **Skyjack SJ63AJ** boom lift.

- **Riwal** has opened a new depot in Leek, near Groningen, the **Netherlands**.

- **Liebherr** has won several orders for LHM mobile harbour cranes from the Middle East.

- **Alimak Hek** has appointed **Keith Hancock** as UK product manager for mastclimbers.

- **Australian Crane & Machinery's** overhead maintenance platform has received an Australasian Railway award.

- **HWS** has taken delivery of three new **Holland Lift** heavy duty scissor lifts.

- **Kalmar** has received an order for eight rubber-tyred gantry cranes from the **Port of Oslo**.

- The **LEEA** has launched new training courses covering the thorough examination of overhead cranes.

- Slovakian utility **Zapadosloveska energetika** has ordered 10 **Isoli PT165** truck mounted lifts.

- **Ashtead** has rebranded its **A-Plant Acrow** formwork business as **Leada Acrow**.



**Dave Bratton**

- **Dave Bratton** of **Briggs Equipment** has retired, **Mike Winemiller** replaces him as CEO

- UK-based **Ainscough Crane Hire** has opened its 30th depot in Exeter.



**Mike Winemiller**

- Danish church renovation specialist **Dansk Kirkekalk** has taken delivery of a 32 metre **Falcon FS320Z** spider lift.

- Italian rental company **Antonioli** has ordered 21 **CTE ZED 20.2 H** truck mounted lifts.

- UK rental company **Lifterz** has appointed **Steve Gerrard** as operations manager.

- **HSS Hire** has acquired machine cleaning specialist **Premiere FCM (TecServ)**.

- UK-based **Safe Access Solutions (SAS)** has opened a third branch in Shepperton.

- **Genie** appointed five German and Austrian telehandler distributors at a dealer meeting in Germany.

- UK Utility **SSE** has issued a Safety Bulletin regarding the buckling of a **Land Rover** mounted boom lift.

- Austrian rental company **HBV Arbeitsbühnen** has acquired the first **Genie S-65** Trax boom lift in Austria.

- **Edwards Lifting Services** in the UK has purchased its first crane.

- Canadian crane group **NCSG** has reportedly hired advisers to explore the sale of the company.



**Terry Brown**

- UK telehandler rental company **UK Forks** has reported a strong first half in terms of profits and revenues.

- **Harsco Infrastructure UK** has purchased 19 new **DAF CF** trucks equipped with **PM 28.5** loader cranes.

- **Terry Brown** has retired from Illinois based **North American Rentals** his role is taken up by **John Kendzora**.



**John Kendzora**

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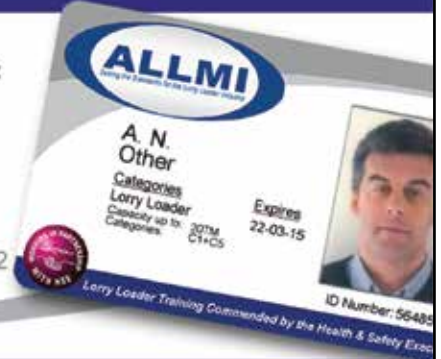


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# On a mission

UK-based family business Transloader Services is a full loader crane service provider. As well as being one of five Fassi main dealers in the UK it has recently taken on the VDL hook and skiploader franchise as well as offering maintenance, refurbishment and attachments for all makes of loader cranes. Youngest family member Carly Barnard is responsible for sales and training and also sits on the board of the loader crane association ALLMI, with a clear focus on improving the sector.



Carly Barnard

Barnard represents service providers on the ALLMI board, a category of membership which forms a significant part of the Association. "I would like ALLMI to further strengthen its role as a conduit for discussions between manufacturers, manufacturers' service controllers and the independent service providers such as ourselves," she said. "I believe that communication between these parties could be improved and would like to play a key part in facilitating a positive, constructive approach to the issue.



Fassi F385

## The ALLMI After Sales Working Group

"As part of ALLMI's Industry Software Collaboration project, we looked at the issue of communication, as well as sharing technical information and the benefits this brings to manufacturers, service providers and end users and this continues to be a very important subject," said Barnard. "For this reason, the soon to be established ALLMI After Sales Working Group will be looking at this, and many other important issues, and I look forward to taking up my role as the Group's Chair and working with members to pool our knowledge and experience, the results of which will benefit the Association, as well as the wider lorry loader industry."

Being part of the Fassi network Transloader has direct access to all the technical information, and its engineers get manufacturer training, but with customers that run mixed fleets it doesn't get the same help and information from the other manufacturers, making it virtually impossible to back-up every product as well as it would like. "I would pay for my engineers to attend factory training courses put on by other manufacturers if they were able to do so. How much information you can get often depends on your working relationship with each manufacturer - and some are better than others. But if I as Transloader Services am



A selection of four Fassi cranes ranging from the F235XP to the F660XP for Hallett Silbermann based in Hatfield, Herts

trying to get this information then there are definitely others around the UK doing exactly the same thing. Why don't we all pool our resources - after all isn't that a major benefit of being a member of ALLMI?"

Barnard believes that the days of restricting the availability of such

on a new non-Fassi crane owned by one of its customers as it did not have all the relevant manufacturer access codes and diagnostics equipment. To finish the job a manufacturer approved engineer for that brand had to be called in however this involved up to a



Transloader Services offers maintenance and refurbishment for all makes of loader cranes

information are gone and that we all need to share information to hold onto customers.

"I don't want Fassi for example to be incorrectly seen as a difficult product to support. If I sell a product and it ends up in Scotland I need several local service agents in the area and would be happy to supply as much assistance as we possibly can. There will always be a cut-off point where the main dealer has to become involved but it is about letting and aiding the independent engineers on site respond efficiently and effectively."

The company says that several times over the past few months it has been unable to complete a job

three day wait. Even when the manufacturer admitted it would like more engineers in the area covered by Transloader it could not give the information to speed up the process and complete the work.

"However many service vans a manufacturer has on the road, it is impossible to look after all of their loader cranes all of the time," said Barnard. "The feedback I get from other service agents is that they are willing to share the information however the manufacturers are more reluctant. There will be a meeting at the end of February to see how to proceed. It is still in the very early stages at the moment."



Roland van der Waerden (L) VDL's export sales manager with Robert Pearce of Pearce Recycling in front of a VDL hook and skip loader

### A blooming business

As well as being the Fassi dealer Hertfordshire, Bedfordshire, Buckinghamshire, Berkshire and Northamptonshire - and more recently it has expanded into the Coventry and Reading areas - Transloader Services offers second-hand and refurbished - Atlas, Hiab, Fassi, Palfinger and PM loader cranes as well as body and coachwork services. Along with new and refurbished attachments including brick clamps, grab buckets, pallet forks, augers etc from manufacturers such as Kinshofer, Fielden, Entecon and Ritespec.

The company was founded in 1984 by Carly's father Barry - an

mechanic, two sales people and four fabricators.

"Whilst we still offer 24/7 cover, breakdown repairs were a lot more common in those days so rapid response time was critical," she said. "Today improvements in product reliability, electronics and modern communications mean that most problems can be sorted to the point of getting the crane folded away and into the service yard by taking the operator through certain procedures over the phone."

When Transloader began selling and installing cranes it soon realised that it needed someone to focus on this area, so Carly joined in 2006.

"I never really saw myself as working in the company and

expand further. The new facility is now the base for sales, installations and training which has now become a significant part of the business.

"The move to the new premises has allowed me to focus fully on my areas of the business - sales, marketing and training. We now have two full time trainers and we plan to almost quadruple this over the next few years. In terms of numbers this means going from 350 to over 1,200 people trained a year."

### Hook and skip loaders

Transloader has also taken on the UK distribution of the Dutch hook and skip-loader company VDL. We are committed to increasing sales of the Fassi range to a variety of applications. At the same time we

see huge potential in the waste and recycling sector which is dominated by Hyva and Boughton in the UK, and I think there is room for another. I would estimate this market at between 1,500 to 2,000 units a year. The time to mount this equipment is about the same as a ten metre/tonne crane (a week to 10 days) which would be a solid addition to our current business. There are around 500 VDL units in the UK and although they have a good reputation for quality VDL needed a company with strong sales and after sales ability to take the brand forward. We will initially concentrate on our Fassi territory and then expand and we have already taken

### New Fassi cranes

on an experienced salesman with contacts in the sector."

Barnard says that a major development for Fassi dealers has been the launch of the 110B and 120B, making them more competitive for the builders merchant market.

"We have seen a real uptake with these cranes thanks largely to the FSC stability monitoring system which is very easy to use," said Barnard. "There is an argument that the more you take control away from the operator, the less mindful they are of what they are doing as they leave it to the machine, but that is where training comes in. I think initially, many in the



Transloader now has two full time trainers and hopes to almost quadruple the numbers of people trained at its new premises in Luton

HGV mechanic by trade. In the early days he was employed as a mobile engineer on a franchise basis by Truck Crane Services but then set up his own operation at the current repair yard which was an agricultural site connected to the family home on the outskirts of Harpenden between junctions 9 and 10 of the M1 motorway. His son Lee joined as a second engineer in 1993. As with many family firms, Barry's wife ran the office and took on more administrative duties as the workload increased. Now there are 25 employees including the four family directors, eight

followed a PR route in London after graduating from university," she says. "As time went on the thought of hands on involvement in shaping the family business became more appealing. Now I can't image doing anything else."

### Adding a dedicated facility

Until November all company operations were based at the original yard and offices, however installations were eating into space intended for servicing and repairs. To solve the problem Transloader has added a sizeable new facility in Luton, with both offices, training rooms and workshops, allowing it to



A Fassi F800 mounted for TJ Robins

industry were opposed to stability monitoring, concerned it was just another piece of legislation that restricts the crane's lift capacity rather than being a real safety improvement. But in practical terms it allows you to do everything you did before IF what you were doing was safe. We now also include outrigger mats in every quote - they are no longer optional as they are essential."

"There is a trend towards larger capacity loader cranes," she said, "thanks to improvements in the performance to weight ratio. The 60 tonne metre Fassi 660 is now its most popular crane and fairly standard for cabin suppliers and machinery movers, where 45 tonners used to be the norm."

### Type approval

"At the moment it is not an issue as we only mount on chassis over 3.5 tonnes, but that changes in October 2014. For a while now I have been involved with 'national small series' type approvals and we have been awarded conformity of production after a VCA audit of our processes and procedures. Every time a manufacturer makes a change to the base vehicle, no matter how minor, I have to change all my paperwork, the end result of this is that there

will be fewer bespoke builds in the future, as well as less choice. Type approval is an additional cost, involves extra paperwork and reduces the choice for customers without any major benefits to the production processes of a company such as ours, as we are already building to the standards. It is a shame that so much effort has to go into this when there are other areas, regarding quality and safety which I believe requires more of Vosa's limited resources."

### Best year since 2008

"2013 has been our best since 2008, in spite of our initial concern that the arrival of Euro 6 trucks would create an unnatural spike and then slow down towards the end of the year," she said, "but every Fassi dealer in the UK has met or exceeded fourth quarter targets making it around 500 Fassi units sold in the UK this year. There are also signs of economic recovery in the loader sector with customers investing, not just in fleet replacement, but also expanding. However obtaining chassis can be a problem, especially for lower volume 'non-core' models." In the global scheme of things the UK is now within the top five European markets for Fassi and we want to build on that success.



The workshop area in the new Luton premises



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# HMF UK flying high

Danish loader crane subsidiary HMF UK has enjoyed good growth over the past three years - a combination of an improving market and changes within the company. Mark Darwin spoke to managing director Ian Roberts about the factors behind the expansion.



Ian Roberts

A combination of factors has boosted loader crane sales in the UK this year to a total of around 2,000 units (ALLMI statistics based on units sold). While this is still lower than the record 2,400 units it compares very favourably to the rest of Europe, many parts of which are still seeing a downward trend. HMF has also seen recent improvements in Germany, France and Norway.

"HMF UK is the golden child of the group at the moment with solid, growing sales," says Roberts. "The new legislation in 2010 made a big impact for HMF, with customers appreciating our EVS safety

system introduced in 1998 and commercially available since 2000. Initially people were cautious about it because it was the only one that didn't monitor the outrigger legs, but recorded the tilting of the truck and people are wary of anything different. The system also allows better programming of deliveries, for example it makes sense to begin with any deliveries to confined areas, such as narrow streets, as the whole weight of the loaded truck is taken into account and the more weight on the bed the less the vehicle tilts and therefore the greater the capacity or the narrower the footprint is required to maintain stability."



HMF is currently doing very well in the UK's traditionally strongest market - the builders merchants

In 2009/2010 HMF UK won the Saint-Gobain builders merchants contract and it was at this point, said Roberts, when everyone started to sit up and take notice of the company and the EVS system. Saint-Gobain has a policy of changing suppliers for its 1,100 unit loader crane fleet every three years (about 300 units at a time). This results in a varied fleet, which at the end of 2013 included over 100 Palfinger, 400 Atlas, 300 HMF and the remainder Hiab. HMF will supply another 140 units in 2014 making it the largest provider.

"This was a major turning point for us as there was no reason why HMF should have been as small in the UK as we had been historically," he says. "In June/July 2012 there was a two year extension on the Saint-Gobain contract which was a bonus giving us a total of five years supplying loaders which is a big statement to the rest of the market. Extending the contract can only happen once and we will all retender in 2014."

The company also won the Travis Perkins tender for vehicles over 18 tonnes GVW in November

2012, helped by Roberts' personal experience - he previously worked supplying vehicles in the builders merchants sector - and so was able to identify the problems, areas of damage and costs etc. HMF was then able to design a unit with features specifically for Travis Perkins, launching the 1430L Builders Merchant crane, designed to reduce maintenance and damage costs.

"The hydraulic lines on the new crane are enclosed within the boom, reducing damage and its design is modular allowing parts to be slid in and out easily. All major components can be changed in 30 minutes which is a big bonus. So many people do not appreciate the damage the sun (UV light) can do to rubber hoses but because they are enclosed they do not suffer, he says."

"We came up with one size crane which could fit three sizes of vehicles because of EVS and won the contract for all Travis vehicles above 18 tonnes GVW. Other benefits include reduced spare parts, less training and increased buying power having just the one

HMF has had a successful year with work platform applications. Houseman International Transport took the first two 50 tonne metre versions



A HMF 2420 with  
K T Transport



product. By December 2012 we had the two biggest fleets in the builder merchants sector, however it is a very competitive market and Palfinger, Hiab and Atlas are all chasing hard, but the EVS system is still one of our big advantages thanks to almost 15 years real lift experience."

"Because we had the two major builders merchants contracts and specific ready-made solutions we decided to push even more into that sector, offering front mount, rear mount, and cranes for 15, 18, 26 or even 32 tonnes, targeting lease and hire companies, offering packages with finance houses etc to the smaller customers with a more traditional procurement route."  
"Traditionally the strongest UK

market sector is split between 'muck-away' and builders merchants," says Roberts. "Figures are distorted because builders merchants will buy a proportion of hook cranes for lifting timber etc which are reported separately. I would say about 40 percent (400 units) of all units are delivered to builders merchants – and nearly all of them include remote controls, which is the way forward."

Muck-away is another sizeable sector – predominantly lever operated. HMF used to be very successful in this sector but the more modern, faster and durable Palfinger Epsilon products have become dominant, although HMF has a new product aimed at the UK to be launched in 2014 – "a

## C&A loader cranes

B5 classification, very strong and highest possible cycle ratio" - which it hopes will regain market share. In other parts of Europe the 'muck-away' sector tends to be dominated by owner drivers, who prefer larger cranes equipped with a number of attachments, to improve versatility, while the UK tends to use dedicated cranes.

"To continue our growth we need to get that sector back," says Roberts. "One of the areas most helped by EVS is large cranes. Historically HMF was weak above 32 tonne/metres in the UK because it concentrated on its core business of muck-away loaders but last year we sold 29 units from 40 to 85 tonne/metres - this is an important market and needed a change of direction supplying professional customers and operators who really look after their cranes. We have also had a very successful year with a work platform application. It complies fully with EN280 with a man basket application across the range and this has been very popular in Norway

and Poland and now in the UK with Houseman International Transport taking the first two 50 tonne metre versions with HMF receiving further orders from other end users all ready."

"All in all we have had a fantastic last three years with nearly 20 percent growth each year, expanding from nine to 30 employees, while revenues are up to £8.5 million. Because HMF sells a lot of product into the American market under the IMT brand - long boom and T boom cranes - that is the company's largest distributor worldwide, but the UK is the leading European daughter company at the moment."

A HMF 8520



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## Loader crane product round-up

2013 saw a number of significant new loader crane products from the major manufacturers. Here is a very brief round-up.

### Palfinger's largest

Palfinger unveiled its largest knuckle boom crane to date early in the year, the PK 200002 L SH, which it claims can compete in terms of lifting ability with a 60 tonne All Terrain crane. The new crane has a nine section polygon shaped boom and when combined with its eight section PJ 300 L jib, offers a maximum tip height of nearly 50 metres at which it is said to lift around 600kg. The unit is also equipped as standard to take a fully EN280 compliant integrated

work platform with a working height of over 50 metres. Load moment is in the region of 200 tonne/metres. The crane has a six point fully flexible outrigger with a maximum width of 10.4 metres.



Maximum reach for the new crane is around 50 metres with the jib able to articulate above horizontal

### Three from PM

PM launched three new loader crane models - the 30.5SP, 40.5SP and 150SP. With a maximum load moment of 108 tonne/metres, the 150SP's is available with up to an 11 section boom and seven section jib which offers 25 degrees of above horizontal articulation. With this combination maximum tip height is 38.6 metres and maximum radius 35 metres, at which it can handle 830kg. The maximum lift capacity with shorter boom and no jib is 24.5 tonnes at 4.3 metres radius. The crane also incorporates a fully integrated base for easy installation.

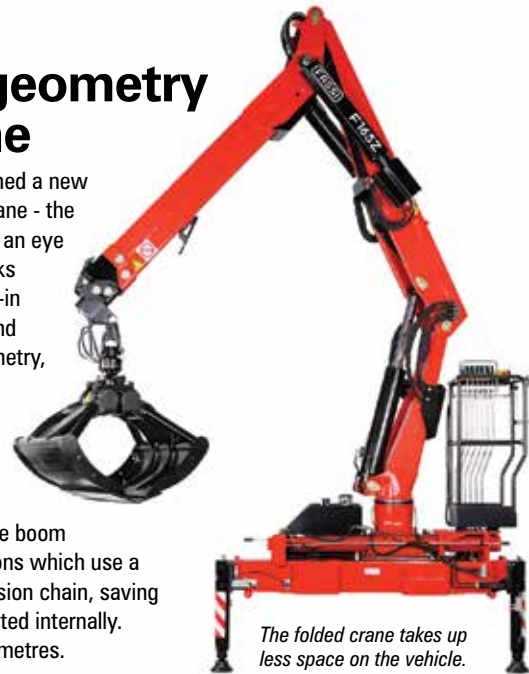
The 30.5SP has a load moment of 25 tonne/metres, a maximum hook height of 30.3 metres and an outreach of 26.8 metres. While the 34.4 tonne/metre 40.5SP offers a 26 metre tip height and maximum radius of 22.2 metres the crane features an above horizontal articulation of 15 degrees on the main boom and 20 degrees on the jib.



The new PM 150SP

### Unusual geometry Fassi crane

In November Fassi launched a new 15 tonne/metre loader crane - the F165AZ - developed with an eye on the French public works market. It features a built-in foldable control station and unusual over centre geometry, both intended to free up space on the truck bed, especially handy for applications loading/unloading loose material with a clamshell grab. The boom has two telescopic sections which use a single cylinder and extension chain, saving space for hoses to be routed internally. Maximum reach is eight metres.



The folded crane takes up less space on the vehicle.

Fassi has also upgraded its F110B and F120B offering several advantages including a 20 percent reduction in weight over the F110A.0, single (on the F110B.1) or double (F110B.2) linkage to maximise lifting performance through the lifting arc, Pro link system on outer boom of the F110B.2, a shorter outer boom for improved lifting height under hook, more compact dimensions and hydraulic or manual extendable outrigger options. There is also the option of the new manually tiltable outrigger system (OET) with gas spring for ease of operation.



The new F120B

### Four mid-sized Hiabs

Hiab introduced four new mid-sized loader crane models, the X-CLX 178, the X-DUO 178, the X-HIDUO 188 and the X-HIPRO 192. The new range replaces the existing XS166 which is widely used by builders merchants and general purpose, delivery duties. The cranes have load moments of up to 18.5 tonne/metres and can handle over 4.8 tonnes at a height of 19.5 metres and a radius of six metres.

Designed with increased durability, performance and user friendliness in mind, they are also far easier to mount, and have an improved load chart for extension, lift capacity and jibs. The new boom extension system is nearly twice as fast. The main control valve, the size of the tubing, the couplings and the pressure relief valves are all balanced, timed and optimised to eliminate vibration and excessive heat, while saving fuel.



The new Hiab X-CLX 178 loader crane



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ER 291





# All positive on rental rates



Our annual survey of rental rates in the UK and Ireland has detected the most positive mood since 2007, with all three sectors - cranes, powered access and telehandlers - all reporting more stability, improvements and a positive view for 2014. The net result is that the majority of rental companies are currently planning to increase their fleets in the year ahead to keep pace with the upward trend in demand.

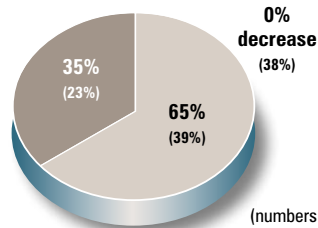
This year we have added a few new features including a more factual look at utilisation and returns, while asking respondents to suggest an ideal rate for each product sector. This has also been our most successful survey for at least six years.



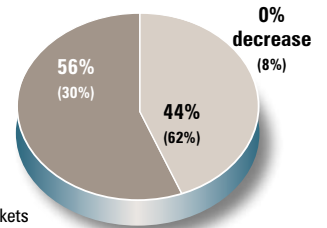
## Crane rates

### Crane hire rate trends - all types

Crane hire rates over the past 12 months have:



Crane hire rates during the next 12 months will:

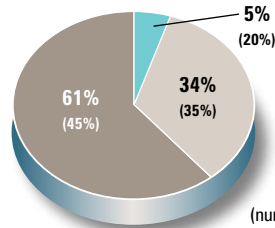


(numbers in brackets - 2012 results)

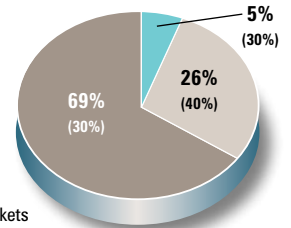
It seems that the year has turned out quite a bit better than most anticipated this time last year, and that over half of companies believe that rates will rise in the year ahead.

## Crane fleet size

Crane fleet size over the past 12 months have:

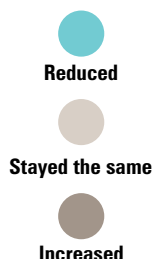


Crane fleet size over the next 12 months will:



(numbers in brackets - 2012 results)

While the year turned out better than forecast it is clear that our respondents were reasonably close when they predicted fleet additions last year, let's hope that they are as accurate for 2014.



## Crane rental rates

Daily rates for mobile cranes ▲ ▼ — ■  
up down same new category

Crane size	Average	Lowest	Highest	Ideal
< 30t	£352 ▲	£290 ▼	£431 ▲	£402
30-45t	£421 ▲	£380 ▼	£498 ▲	£484
50-65t	£533 ▼	£450 ▼	£650 ▲	£616
70-85t	£748 ▲	£650 ▼	£850 ▲	£885
95-125t	£1,038 ▲	£900 ▼	£1,400 ▲	£1,300
135-200t	£1,952 ▲	£1,500 ▲	£2,600 ▲	£2,394
210-350t	£3,065 ▼	£2,000 ▲	£4,800 ▲	£3,710
350-600t	£4,200 ▲	£2,900 ▼	£5,500 ▲	£4,750
Mobile Tower (< 6 axles)	£1,208 ■	£850 ■	£1,700 ■	£1,520
Mobile Tower (> 6 axles)	£1,900 ■	£1,500 ■	£2,400 ■	£2,400

## Weekly rates for crawler cranes

Crane size	Average	Lowest	Highest	Ideal
50t	£1,433 ▲	£950 ▲	£1,750 ▲	£1,750
100t	£2,283 ▲	£1,600 ▲	£2,800 ▲	£2,888
250t	£3,600 ■	£2,700 ■	£4,500 ■	£4,825
500t	£8,820 ■	£8,500 ■	£9,200 ■	£9,900
> 500t	£18,000 ■	£17,500 ■	£18,500 ■	£25,000

## Weekly rates for tower cranes

Crane size	Average	Lowest	Highest	Ideal
Luffers	£950 ▼	£800 ▲	£1,100 ▲	£1,350
Flat Tops/Saddle Jibs	£510 ▼	£500 ▲	£800 ▲	£750
Self Erectors	£621 ▲	£400 ▼	£1,100 ▲	£800

## Weekly rates of other cranes

Crane size	Average	Lowest	Highest	Ideal
Pick&Carry	£400 ▲	£250 ▲	£1,700 ▲	£940
Spider cranes	£762 ▲	£550 ▼	£2,500 ▲	£1,262



## Utilisation and percentage of initial cost

### Mobile cranes

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 30t	72%	51%	92%	0.8%
30-45t	75%	57%	95%	0.7%
50-65t	78%	69%	95%	0.8%
70-85t	79%	60%	95%	0.7%
95-125t	80%	55%	96%	1.1%
135-200t	75%	55%	90%	0.9%
210-350t	79%	75%	84%	0.9%
350-600t	74%	72%	75%	0.9%
Mobile Tower (< 6 axles)	84%	75%	90%	0.8%
Mobile Tower (> 6 axles)	75%	75%	75%	0.8%

### Crawler cranes

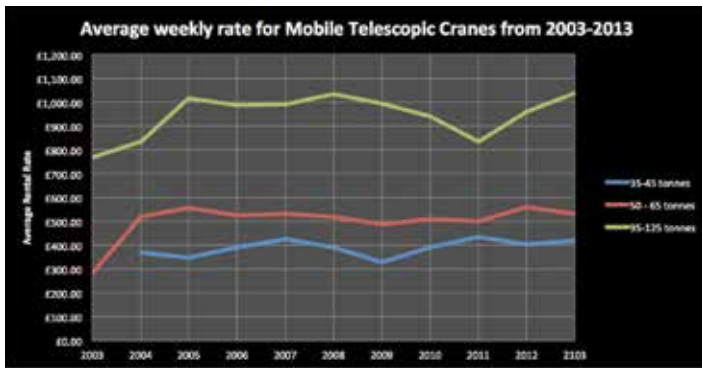
Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
50t	52%	20%	75%	0.4%
100t	67%	50%	90%	0.4%
250t	57%	0%	100%	0.5%
500t	95%	95%	95%	no data
> 500t	90%	95%	95%	no data

### Tower cranes

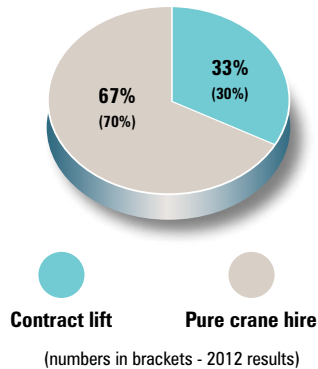
Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Luffers	88%	75%	100%	0.5%
Flat Tops/Saddle Jibs	62%	45%	87%	0.6%
Mobile Self Erectors	79%	65%	100%	0.7%

### Other cranes

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Pick & Carry	67%	50%	80%	no data
Spider cranes	38%	20%	75%	1.1%

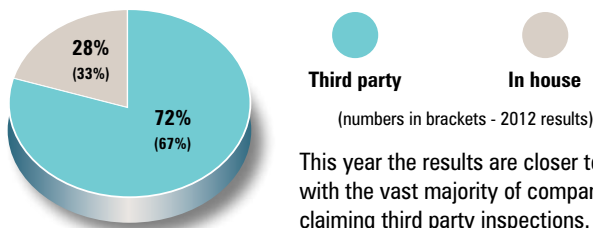


What percentage of your jobs are contract lifts?



A slight shift towards Contract Lifts compared to a year ago with a third of all lifts now carried out under these terms.

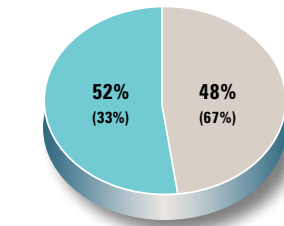
Who does your Thorough Examinations?



This year the results are closer to 2011 with the vast majority of companies claiming third party inspections.

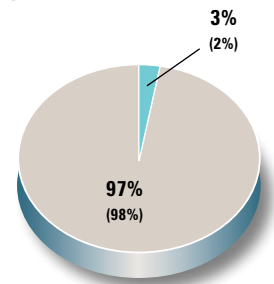


Would you recommend the crane hire industry to your children?



Yes No (numbers in brackets - 2012 results)

Do you employ any female crane operators?

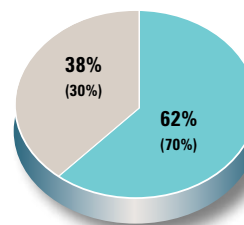


Yes No (numbers in brackets - 2012 results)

As you might expect, with a more positive experience and outlook this year, the pendulum has swung back in favour of yes.

No real change here.

Should cranes be subject to MOT's?

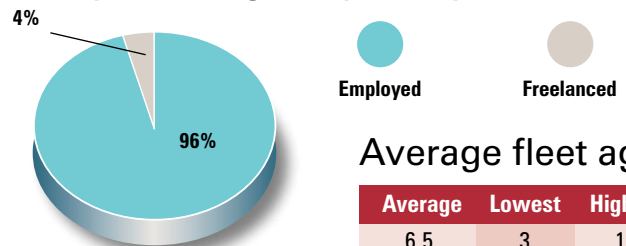


Yes No (numbers in brackets - 2012 results)

Interestingly now that this topic has moved out of the headlines opinion has started to swing back against testing, although a large majority are still in favour of such a move.

Additional questions for 2013

What percentage of your operators are?



Average fleet age:

Average	Lowest	Highest
6.5	3	15

## Respondent's comments

"I really appreciate the effort but really don't see the point of this survey, everyone lies and I see the real picture out there."

"I expect increased 'guzzumping' as utilisation continues to improve, with the poorest rate customers being dumped at the last minute!"

"I think this survey is more important than any other year. We need a barometer as to where we are, and where we are going to take our businesses. The industry is changing subtly and offers real opportunities."

"Unless rental companies start increasing the rates, the manufacturers are going to have a very lean time."





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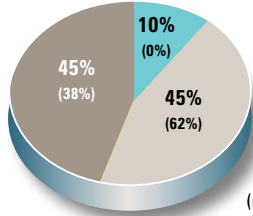


# Powered Access rates

## Rate trends

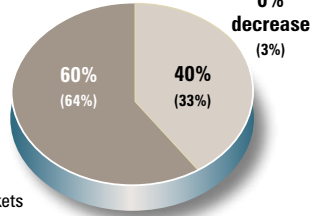


Access rates over the past 12 months have:



(numbers in brackets - 2012 results)

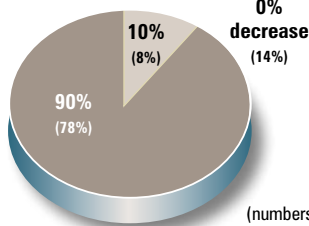
Access rates during the next 12 months will:



A very encouraging result, and particularly encouraging as we had a significantly higher response this year with rates generally holding steady through most of 2013 and a promising upward trend that most think will translate into increases during 2014.

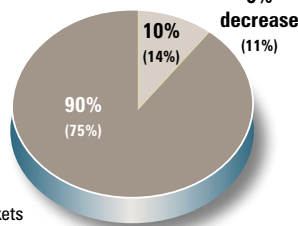
## Fleet trends

Fleet size over the past 12 months have:



(numbers in brackets - 2012 results)

Fleet size over the next 12 months will:



Almost all of our respondents claim to have increased their fleets this year exactly as they predicted in last year's survey, and the trend looks like it will continue through 2014.



## Weekly rental rates by general category



### Electric self-propelled scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
< 5m	£81 ▼	£60 ▼	£120 ▲	£117
6m (19/20ft)	£98 ▲	£80 —	£140 ▲	£136
8 m (26ft)	£117 ▲	£80 —	£180 ▲	£150
9-10m (30-33ft)	£135 ▼	£95 ▼	£200 ▲	£170
11-12m (36-39ft)	£179 ▲	£120 ▼	£220 —	£230
13-17m (42-55ft)	£235 ▼	£179 ▼	£370 ▼	£309
17-22m	£447 ■	£364 ■	£550 ■	£598
> 22m	£700 ■	£650 ■	£750 ■	£800

## C&a 2013 rental rate survey



### Push around scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Push Arouns	£49 —	£35 ▼	£65 ▲	£73
Portable	£113 ■	£55 ■	£180 ■	£150

### Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8m (26ft)	£143 ▲	£120 ▲	£175 ▲	£185
9-10m (30-33ft)	£179 ▼	£130 ▼	£250 ▼	£211
11-12m (36-42ft)	£190 —	£140 ▼	£260 ▼	£253
13-17m (43-56ft)	£225 ▼	£179 ▼	£420 ▲	£355
17-22m	£341 ■	£190 ■	£680 ■	£450
> 22 metres	£669 ■	£625 ■	£750 ■	£831

### Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
< 11m (36ft)	£216 ▼	£220 ▲	£250 ▼	£287
10-12m (32-40ft)	£227 ▼	£200 ▲	£290 ▲	£281
> 13m (45ft plus)	£249 ▲	£179 ▲	£340 ▲	£332

### Mast booms

Platform Height	Average	Lowest	Highest	Ideal
8m	£184 ▲	£115 ▲	£220 ▲	£240
10m	£213 ▲	£170 ▲	£256 ▲	£260

### Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14m (39-45ft)	£226 ▲	£170 ▼	£265 —	£288
15-16m (49/52ft)	£241 ▼	£194 ▼	£325 ▲	£295
17-19m (56-62ft)	£293 ■	£280 ■	£500 ■	£376
20-23m (60-70ft)	£365 ▲	£300 ▲	£628 ▲	£439
24-26m (80-85ft)	£532 ▲	£495 ▲	£630 ▲	£636
> 27m	£1,050 ▲	£1,000 ▲	£1,150 ▲	£1,375

### Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
< 17m (40-46ft)	£211 ▼	£190 ▲	£240 ▼	£306
20-23m (60-70ft)	£349 ▲	£280 ▲	£470 ▼	£421
24-26m (80-85ft)	£532 ▲	£495 ▲	£650 ▲	£615
> 27m	£1,080 ▼	£950 ▲	£1,250 ▼	£1,340



Weekly rental rates by general category - *continued*

▲ up ▼ down — same ■ new category

## Trailer lifts

Platform Height	Average	Lowest	Highest	Ideal
12-13m (30-38ft)	£213 ▼	£180 ▲	£262 ▲	£263
17m (50ft)	£476 ▼	£375 ▲	£550 ▼	£400
> 20m	£850 ▲	£800 ▲	£900 ▲	£900

## Spider lifts

Platform Height	Average	Lowest	Highest	Ideal
< 15m	£410 ▼	£200 ▼	£650 ▲	£496
16-20m	£586 —	£340 ▼	£900 ▲	£709
20-25m	£958 ▼	£750 ▲	£1,800 ▼	£1,141
26-35m	£1,600 ▲	£1,800 ▲	£2,200 ▲	£2,000
> 35m	£2,610 ■	£2,500 ■	£2,750 ■	£2,600

## Vehicle mounted lifts Van mounts - Weekly rates

Platform Height	Average	Lowest	Highest	Ideal
< 13m	£319 ▼	£300 ▼	£345 ▼	£374
13-17m	£347 ▼	£325 ▼	£360 —	£403
> 17m	£664 ▲	£600 ▲	£703 ▲	£698

## Vehicle mounted lifts Truck mounted lifts - Daily rates

Platform Height	Average	Lowest	Highest	Ideal
3.5 tonne	£270 ▲	£200 ▲	£400 ▲	£290
7.5 tonne	£344 ▲	£295 ▲	£462 ▼	£405
36-45m	£587 ▼	£380 ▼	£775 ▲	£1,221
46-70m	£1,025 ▲	£550 ▼	£1,325 ▲	£1,135
> 70m	£1,799 ■	£1,500 ■	£1,900 ■	£1,950

The average rates once again do conflict in some areas with the overall feeling that respondents reported, but some of this might be down to the substantial increase in the number of respondents. One area that is interesting is Rough Terrain articulated booms, where some companies are offering highly specified new hybrid machines and achieving better rates than for their standard often older models. There is justification to split this category next year. This year we also asked respondents to quote their ideal rate for each type of machine and we have published the average of those inputs.



# Utilisation and Returns

## Electric self-propelled scissor lifts

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 5m	65%	50%	80%	1.4%
6m (19/20ft)	74%	57%	85%	1.6%
8m (26ft)	71%	50%	85%	1.4%
9-10m (30-33ft)	72%	50%	80%	1.3%
11-12m (36-39ft)	74%	46%	90%	1.1%
13-17m (42-55ft)	65%	50%	80%	1.0%
17-22m	75%	55%	90%	0.9%
> 22m	61%	60%	65%	1.0%

## Push around scissor lifts

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Push Arouns	72%	50%	85%	1.7%
Portable	70%	50%	86%	1.9%

## Diesel bi-energy scissor lifts

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8m (26ft)	78%	59%	90%	0.8%
9-10m (30-33ft)	77%	58%	85%	0.8%
11-12m (36-42ft)	69%	68%	85%	0.7%
13-17m (43-56ft)	70%	50%	80%	0.6%
17-22m	65%	48%	76%	0.7%
> 22m	68%	45%	85%	0.8%

## Electric self-propelled booms

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 11m	75%	70%	80%	1.0%
10-12.5m (32-40ft)	61%	50%	85%	1.0%
> 13m (45ft+)	73%	60%	85%	0.7%

## Mast booms

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8m	54%	35%	72%	1.3%
10m	61%	16%	85%	1.1%

## RT articulated booms

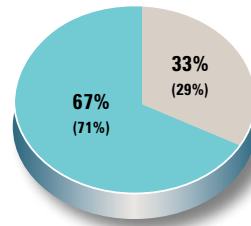
Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-14m (39-45ft)	75%	63%	85%	0.9%
15-16m (49/52ft)	76%	60%	85%	0.7%
17-19m (56-62ft)	64%	60%	85%	0.6%
20-23m (60-70ft)	71%	61%	90%	0.6%
24-26m (80-85ft)	73%	55%	85%	0.6%
> 27m	76%	62%	95%	1.1%

## Straight telescopic booms

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 17m (40-46ft)	65%	42%	85%	0.7%
20-23m (60-70ft)	63%	39%	86%	0.7%
24-26m (80-85ft)	70%	45%	85%	0.7%
> 27 metres	74%	67%	85%	1.1%

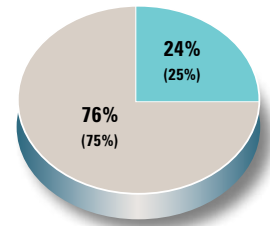


Would you recommend the access industry to your children?



Yes No (numbers in brackets - 2012 results)

Who does the six monthly LOLER inspections on your machines?



Third party In house (numbers in brackets - 2012 results)

This year saw a slightly negative move, which is surprising given the overall positivity of this year's survey. Possibly more due to the higher number of respondents.

The trend towards third party inspections seem to have stalled for the moment.

Average fleet age:

Average	Lowest	Highest
4 years	2 years	7 years

## Trailer lifts

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-13m (30-38ft)	50%	35%	65%	1.7%
17m (50ft)	50%	45%	60%	3.1%
> 20m	55%	50%	60%	no data

## Spider lifts

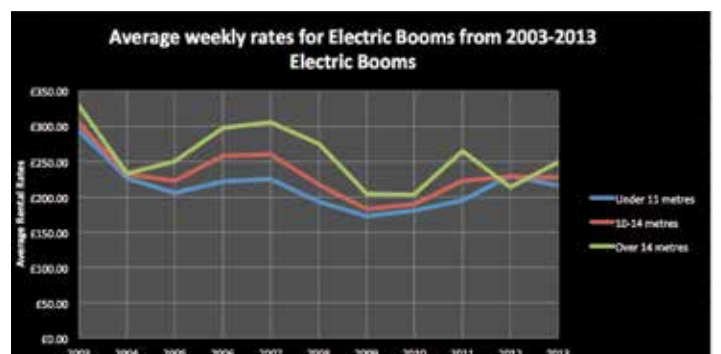
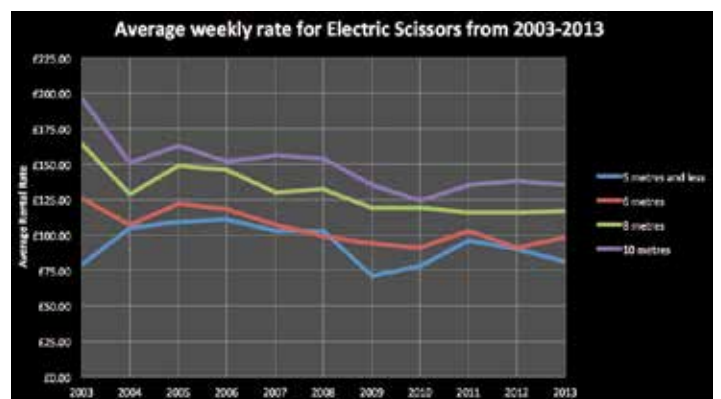
Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 15m	52%	35%	80%	2.0%
16-20m	59%	50%	80%	1.6%
20-25m	50%	45%	60%	1.2%
26-35m	50%	45%	55%	1.1%
> 35m	54%	50%	65%	no data

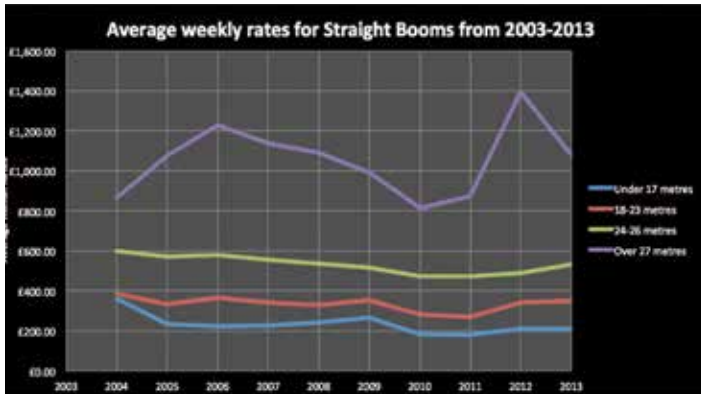
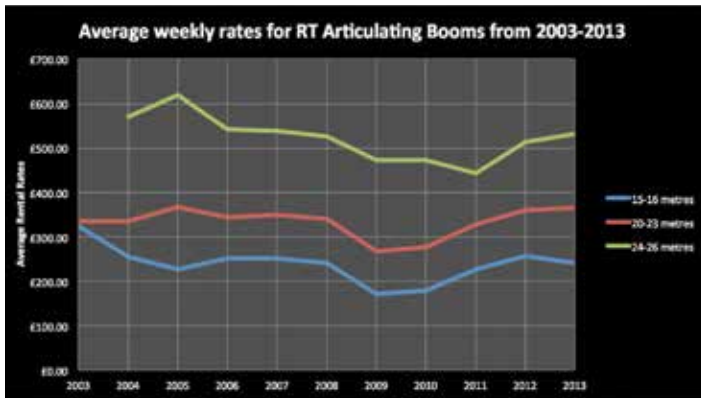
## Van mounts - Weekly rates

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 13m	71%	64%	75%	1.9%
13-17m	62%	60%	65%	no data
< 17m	69%	60%	75%	no data

## Truck mounted lifts - Daily rates

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
3.5 tonne	73%	65%	78%	2.7%
7.5 tonne	84%	80%	90%	3.3%
36-45m	63%	48%	75%	0.9%
46-70m	79%	74%	98%	1.0%
> 70m	67%	65%	75%	0.8%





## Respondent's comments

"Usual story; Nationals talk it up to the press, but the dinosaurs still sell all the extra added benefits for next to nothing. Lip service to you guys, the smaller local suppliers are the ones pushing the industry to new markets. Nationals have no real innovative leadership."

"People are more willing to pay a higher rate if they get quality machines and really good service."

"The serious challenge will be what will the industry do with its extra costs for secondary guarding systems? Will it pass them on or absorb them?"

"Customers are now realistic about having to pay for decent equipment and more aware of the costs that they could incur with unreliable machines."

"Powered access rates are still not where they should be, but are starting to improve in this last quarter. Rates are the same now for a 45ft artic diesel boom, as they were in 2005. Smaller businesses like ours are generally governed by the market leaders on rates, and we are still seeing examples of very cheap quotes from these large national suppliers."

"The powered access market is definitely on the up (pardon the pun) and at present demand is out weighing supply, everyone is busy and I truly believe the smaller independent businesses like ours, are doing very well due to quicker response times, Access Link/Access Alliance partnerships, younger fleet and better rapport with the customer Vs the large nationals. 2014 is a year I believe, most businesses in plant hire will be significantly profitable."

"We are new and have set our rates to be reasonably competitive, but have not had to drop rates at all, once we explain that they will have new high specification equipment and top level personal support."

"I think 2013 started off as a crazy year with big rate crashes perhaps because of post Olympics surplus but certainly because of the weather conditions being colder and wetter for longer. Common sense started to emerge in Q3 and rates again recovered in Q4. Will the industry destroy its profits again in 2014?"

"Everyone is looking at costs and trying to push them down, but the cost of having a machine down on site and standing a few men around while something is done about it is a much bigger cost than paying £20 to £30 more for a decent bit of kit and good service."

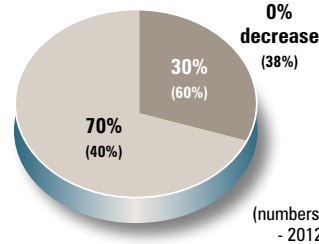


## Telescopic handler rental rates

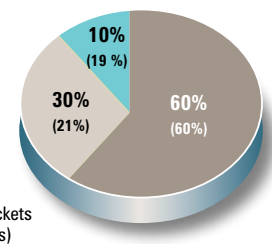
### Rate trends

Reduced Stayed the same Increased

In the past 12 months rental rates have:



In the next 12 months rental rates will:

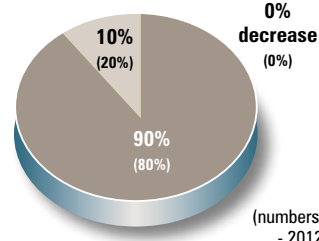


(numbers in brackets - 2012 results)

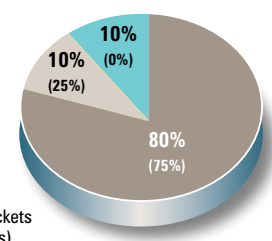
For the third year running telehandler input has been generally positive with most rates continuing to increase as demand recovers. However it looks as though companies that run a few telehandlers 'on the side' are finding the business a bit of a challenge as their main specialism picks up.

## Fleet size

In the past 12 months fleet sizes have:



In the next 12 months fleet sizes will:



(numbers in brackets - 2012 results)

Most respondents expanded their fleets this year and better still, most are planning to continue to do so in 2014. All good news for manufacturers.





# Weekly rates for telehandlers

▲ up   ▼ down   — same   ■ new category

## Fixed frame

Lift Height	Average	Lowest	Highest	Ideal
< 5m	£223 ▼	£190 —	£285 ▼	£252
5-7m	£268 ▲	£190 ▼	£295 ▲	£314
8-10m	£287 ▲	£210 ▼	£325 ▲	£337
11-13m	£328 ▲	£230 ▼	£350 ▲	£392
14-15m	£357 ▲	£240 ▼	£380 ▲	£425
16-18m	£452 ▲	£345 ▲	£485 ▲	£527

## 360 degree

Lift Height	Average	Lowest	Highest	Ideal
< 20m	£703 ▲	£650 ▲	£800 ▲	£850
20-25m	£955 ▼	£875 ▼	£1,100 —	£1,133
> 25m	£1,348 ▲	£1,225 ▲	£1,440 ▼	£1,538

# Utilisation and return on investment

## Fixed frame

Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 5m	86%	80%	95%	0.8%
5-7m	87%	73%	95%	0.8%
8-10m	86%	80%	100%	0.8%
11-13m	85%	77%	95%	0.7%
14-15m	87%	78%	100%	0.7%
16-18m	80%	59%	98%	0.8%

## 360 degree

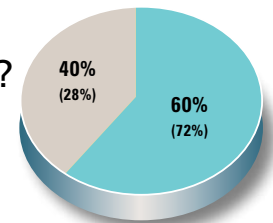
Type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
< 20m	75%	65%	80%	1.10%
20-25m	77%	70%	80%	1.40%
> 25m	88%	75%	100%	1.60%

This year we asked respondents to provide their average utilisation for each of the main categories. The results were consistently high with specific models, such as compacts and mid-range models outperforming the larger units. We also asked respondents to provide the rate of return in terms of the weekly rate as a percentage of the machines purchase price, with most fixed frame machines falling into the 0.7 to 0.8 percent range - giving a payback, when taking the average utilisation into consideration, of just over three years - excluding all other costs of course, such as repair, maintenance, bad debts and most important of all - overhead. 360 degree telehandlers generally had a higher return in terms of rate, offset by lower utilisation.



## Who does your LOLER Thorough Examinations?

● Third party   ● In house (numbers in brackets - 2012 results)



## Average fleet age:

Average	Lowest	Highest
2.8	1	8

## Percentage of machines rented with a work platform attachment

Type	Average	Lowest	Highest
Fixed frame	6% ▼	0% —	10% ▼
360 degree	16% ▼	0% —	40% ▼

While the response for fixed frame units remained at a similar level to previous years, the percentage given for 360 degree machines plummeted from an average of 34 percent last year to just 13 percent this year. While this might reflect a change in the market, the size of the fall is probably more down to the fact that we have a larger and wider range of respondents this year.



## Respondent's comments

"We specialise and always have young machines with a full spec in the yard ready to go. With rates improving and a larger fleet, 2014 looks promising."

"It is now time all hire companies looked to the future and increase rates as there is plenty of work available for everyone."

"Another good year and looking positive as we head towards 2014, BUT rates are still too low for a sensible rate of return."

"This is no longer a business for us, we mostly do access platforms, but have always had a decent business running telescopic handlers alongside them, but it's getting harder to compete with the bigger fleets and the money is just not in it. We'd be better off cross hiring when we need them. We will probably run our fleet down."

"Lots of work starting in the North of England and Scotland, hopefully this will result in a shortage of plant forcing rates upwards."

"We are doing well especially with the small compacts and have a few rotos that always get a really good rate, but you have to work at it to keep them busy. We will probably add a few more in the new year."

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**SKYLIFTS.**

**120**

**COUNTRIES.**

**112**

**METERS REACH.**

**50**

**YEARS OF KNOW-HOW.**

**1**

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**ABOVE ALL.**



# A shift in the market?

The past year or two may have seen a fundamental shift in medium to large truck mounted platforms with the dominance of the two largest truck mount producers - German-based Palfinger and Finland-based Bronto - under pressure from Germany's other major truck mounted platform producer Ruthmann, which has increased its working height range to 72 metres. But it is the growth of the number of mid to large Italian-built truck mounted platforms that may change the market over the longer term. **Cranes & Access investigates...**

The larger truck mounted platform market has been led by Bronto and Wumag (now Palfinger) for many years, and both these companies are still at the forefront of design and innovation particularly above 70 metres as they continue to introduce new models. It is also well documented that Italian manufacturers now dominate the 3.5 tonne market, with a winning spread of products with good performance at the right price.

This North - South split in terms of market dominance may well be set

to change. We have often asked the question why Italian manufacturers are so popular on the smaller truck mounted platforms yet don't really feature when customers look for larger platforms. Indications suggest that actual product design and build quality is no longer the main issue, however when making a large single investment the stereotype of Italian manufacturers being unreliable remains.

In automotive terms, those old enough will remember the Lancia Delta rust fiasco of the 1970s which had a knock on effect on



C&A

truck mounts

## The top end

other Italian products and was reinforced in some cases by poor parts and service backup. There are many anecdotal stories of Italian machines being stood waiting for parts or technical support. That is bad enough on a small machine, but way too risky on larger, pricier units. Staying with the automotive sector, Skoda had a similar problem - perceived as being unreliable and 'cheap', even after Volkswagen had completely revamped it. It has taken more than a decade to change ingrained attitudes to the brand.

Unfortunately the larger Italian truck mounted platforms are generally only just setting out on the road to conversion. And compared to the smaller units the price advantage is nowhere near big enough to tempt most northern European buyers away from the tried and tested German and Scandinavian competition. Even when customers are persuaded by a company's quality, reliability and product support lower residual values will also be a deterrent and this will not improve until the brand image gets stronger which in turn means consistent quality, parts and service back-up build up over many years.

However as the market for larger truck mounted lifts continues to grow - particularly in less developed areas such as Eastern Europe, Russia, the Middle East, Africa and Asia - demand for simpler/less sophisticated equipment at more attractive prices will begin to provide Italian manufacturers with significant business.

Looking at the companies producing the largest platforms - 80 metres plus - there really are only two manufacturers. Palfinger and Bronto have both been busy, particularly in the middle range where the Italian producers are adding product.

Bronto's smallest model is currently the 36 metre S36-XDT, while Palfinger, struggling to compete in the 3.5 tonne market with its range of German-built machines, acquired Italian manufacturer Sky Aces and formed Palfinger Italia to build simpler, lower cost platforms. Three models have been introduced so far, the 14 metre P140T, the 20 metre P200A and the recently announced 24 metre P240A. The first model, the P200A is apparently already selling well. Whether these Italian sourced platforms have the same quality and long term reliability as the company's German-built products remains to be seen. There is also some speculation that 'cheaper' Palfingers might affect the reputation of the larger machines, but for the moment they offer the Palfinger name at Italian prices.

Palfinger is better known for its larger ex Wumag/Bison machines topped out by its 102.5 metre WT1000 on a five axle Faun crane carrier, which has sold well. However using the All Terrain crane chassis has both good and bad points, while offering excellent off road capability and great manoeuvrability, the specifically designed chassis, is expensive and carries the higher parts and



This 39 metre CTE B-Lift 390 HR is using its 26.3 metre outreach to carry out a bridge inspection

maintenance costs all too familiar to crane rental companies. Its latest big platform - the 90 metre P900 is therefore mounted on a commercial chassis and is clearly aimed at the popular Bronto S-90HLA.

**90 metre Palfinger**

The new Palfinger P900 is mounted on a five-axle 48 tonne Scania truck and is its largest lift mounted on a standard commercial chassis. Bronto also has a 90 metre Bronto mounted on similar commercial chassis from MAN, Scania or Volvo and the two have very similar performance. (See comparison table.) The Bronto S-90HLA also offers a working height of 90 metres and compares well to the P900. Its maximum outreach is slightly more but with less (400kg) in the platform. Up and over height is two metres more but outreach at this height is two metres less. When set up the Bronto has a seven metre outrigger width – one metre less than the P900 and overall length is 600mm shorter and has less front overhang.

concealed under the equipment box. A dummy tank is fitted to the vehicle with the aim to prevent the theft of diesel.

**Bronto XRs**

Bronto which boasts the largest truck mount at 112 metres, has concentrated more in the 50 to 70 metre range, this year with the introduction of the completely new Bronto XR models which a replacement for the company's best-selling XDT range, including the 50 metre S-50 XDT-J. Two models were launched at Bauma, the 56 metre S 56 XR and the 65 metre S 65 XR. The S65 XR features a five section main boom, long two section jib and short articulating 'sky jib' which features more than 160 degrees of articulation. Mounted on a 26 tonne, three axle truck, it offers up to 40 metres of outreach and

**How does the new Palfinger P900 stack up?**

Models	Palfinger P900	Bronto S-90HLA
Working height	90m	90m
Max platform capacity	700kg*	700kg
Max outreach	32.3m with 530kg	33m with 400kg
Below ground reach	-8m	-9.5m
Max up & over height	58m with 29m outreach	60m with 27m outreach
Max outrigger width	8m	7m
Platform closed	2.15m x 0.95m	2.5m x 0.9m
Extended platform	3.45m x 0.95m	3.7m x 0.9m
Platform rotation	168 degrees	180 degrees
Overall length	16.15m	15.5m
Overall height	4.0m	3.95m

\*With special heavy duty platform

The new Palfinger P900 offers up to 32.3 metres of outreach at heights of up to 46 metres while the maximum up and over height is 58 metres, the unit also has eight metres of reach below ground level. Maximum platform capacity is 700kg when using a special heavy duty platform although this is limited to 530kg at full outreach. Gross vehicle weight is said to be well under the 48 tonne capability of the chassis.

The P900 can hydraulically extend its front axle to provide extra stability without the need for a front jack. It also has a sleeper cab and an extra-large fuel tank which is

700kg of platform capacity, although this is reduced to 600kg with the hydraulically telescoping platform option. It also offers a 40 metre up and over height at which the outreach is around 15 metres. The S56XR is similar to the S65XR but utilises one less main boom section, reducing the maximum working height to 56 metres, maximum outreach however is 40 metres with 120kg platform capacity - three metres more than the S65.

Bronto says that when it first decided to develop a replacement for the XDT it took on board all of the feedback - both internal and external - in an effort to design a platform



Palfinger's latest is the 90 metre P900 mounted on a five axle, 48 tonne Scania commercial chassis



One of the new Bronto XR - the 56 metre S 56 XR



Palfinger P900



Ruthann TTS1000



Socage has a full range of platforms up to 70 metres with seven new models or variations between 51 and 70 metres. This is the 54 metre Forste 54TJJ



*Ruthmann's latest addition - the Steiger T630 - gives it five models between 38 and 72 metres*

which included lower running costs, a greater working envelope per tonne of Gross Vehicle Weight, greater productivity and reliability, along with a standardised design with more commonality between models and easier servicing.

The new models have up to 20 percent more working height for their weight, 15 percent more outreach and a significantly better working envelope. The two new units also offer an overall length of less than 12 metres, low axle weights, rear wheel steer, all-wheel drive with Hydro-Drive, 180 degrees of platform rotation, Bronto B+ Geometric Control System, longer outrigger jacks for levelling on slopes of up to 10 degrees, faster auto levelling (30 seconds set-up time), fully variable jacking

widths, a 2,000kg lifting eye on the main boom and a 300kg platform mounted winch or 1,300kg boom mounted winch. Other items include a sleeper cab, more spare payload and an electronic RPM optimiser for lower noise levels and reduced fuel consumption.

**High performance Steigers**

Probably the busiest platform manufacturer over the past year or two has been Ruthmann. It recently added the Steiger T630 and T380 units to its Height Performance series that now extends to five models, with working heights of 38, 46, 54, 63, and 72 metres all introduced since April 2012. And according to Ruthmann, two more models will follow next year - possibly on a two and a four axle chassis.

The 63 metre T630 is mounted on a four axle, 32 tonne chassis and boasts 39 metres of outreach and can be driven throughout Europe without special permits or exemptions. Features include a 20 metre top boom plus a 180 degree articulating jib, four locations from which to control the outriggers and the company's optional Lift-Up material handling system.

The 38 metre T380 is mounted

on a two-axle 18 tonne chassis, offering an outreach of 31 metres, a 180 degree articulating jib and a maximum platform capacity of 600kg. With a range of 4x2 and 4x4 chassis available, overall length is typically less than 9.8 metres. Ruthmann has been producing platforms under its 'Steiger' brand for almost 60 years having launched its first unit in 1954 and first telescopic unit two years later. During this time it has introduced several innovative products including the TTS 590 - a 60 metre unit on a Faun chassis in 1985 and the 100 metre working



*Largest of Bronto's new XR range of machines is the 65 metre S 65 XR with two section jib and up to 40 metres outreach*



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Ruthmann Steiger T300



CTE B-Lift 320 HR



Multitel MJ685



CTE B-Lift 510 HR

height TTS 1000 launched in 2001 which has a 40 metre outreach at 60 metres up and over height. Only two TTS 1000s have ever been built - one sold to Gerken and the other to Gardemann. The Gerken platform was bought by Abilene High Lift Aerials of Abilene, Texas and is working in the wind turbine maintenance sector

While there are now several models with a working height of 100 metres or more, the Ruthmann, mounted on a six axle trailer with a three axle tractor, still has the most outreach for this size of lift. The largest model in Ruthmann's current standard range is the 72 metre T720 (It also shows a TTS 1000 and TTS 840 in its literature). Launched at Bauma the T720 has a five section main boom and three section top boom capped by an articulating jib. The working envelope includes up to 38 metres of outreach with 100kg platform capacity, or 30 metres with its maximum 600kg. It can also work up to 12 metres below ground level and operate safely on slopes of up to two degrees.

The platform can be extended hydraulically from 2.42 metres to 3.82 metres. Overall chassis length is a relatively compact 13.7 metres. All major truck chassis can be used with drives including 8x2, 8x4, 8x6 or 8x8 and customers can choose between standard and sleeper cabs. Ruthmann also launched the 30 metre straight telescopic T300.1 at Bauma completing its three model series along with the 28.5

metre T285 and 33 metre T330. The new lift will be mounted on a 7.5 tonne truck and offer up to 21 metres of outreach and a 320kg maximum platform capacity. It has 185 degrees of jib articulation, while platform rotation is a full 180 degrees. Outrigger jacking is fully variable and unit can level on slopes of up to five degrees.

### Italian growth

But 2013 has also seen several other manufacturers (mainly Italian) entering or increasing their presence in the mid to large truck mounted sector, including Oil & Steel, Multitel, Socage, Isoli, CTE, CMC and GSR mainly offering products in the 30 to 40 metre sector.

### New range topper for CMC

Based in Modugno in south east Italy, CMC's range of aerial lifts includes spiders and truck mounted platforms up to 36 metres. Its three model PLJ truck mounted range includes the 25 metre PLJ 250, 29 metre PLJ 290 and 36 metre PLJ360 all of which feature jibs. The PLJ360 is the latest and largest in the range and features a three section boom topped by a three section telescopic jib/top boom. The working envelope includes 360 degree continuous slew, an up and over height of 24 metres and a maximum outreach of 24 metres with 280kg or 22 metres with the maximum 400kg platform capacity. It can reach almost 10 metres below ground level and operate with its outrigger jacks deployed within the chassis width. The three axle chassis has an all

Bronto S 50 XDT



up weight of 26 tonnes. Controls are located both in the platform and the superstructure cab with digital display indicating working height and safe outreach.

### Isoli re-enters mid-range

Isoli is not new to larger aerial lift production and claims to have been one of the first Italian companies to produce larger truck mounted lifts offering units up to 60 metres in the past. However in recent years it has focussed on models under 27 metres but at Bauma it unveiled the 36 metre PTJJ 36.27, the first and smallest of a three model family which will include 48 and 60 metre machines. The PTJJ36.27 is mounted on an 18 tonne, two axle truck with an overall length of 8.6 metres and 3.7 metres overall height. The lift

employs a three section telescopic boom, two section telescopic top boom and short articulated jib with 155 degrees of articulation. Maximum platform capacity is 400kg at an outreach of 23 metres, while maximum outreach is 27 metres with 120kg. Since launch the company has up-graded it to the PTJJ 36.29 - increasing the maximum outreach from 27 to 29 metres.

### CTE B-lifts

CTE platform range includes the B-Lift High Range - previously Bizzocchi - which has four models from 39 to 61 metres. The two smaller machines - the 39 metre B-Lift 390 HR and the 42.5 metre B-Lift 430 HR with outreaches of 26.3 and 25.6 metres respectively - are mounted on an 18 tonne

chassis and offer maximum platform capacities of 450kg. The 50.5 metre B-Lift 510 HR has a 35 metre outreach and is mounted on a 26 tonne chassis. The largest B-Lift - the 61 metre 620 HR - also has 35 metres of outreach but is mounted on a 32 tonne chassis.

**Socage revamps**

It was just over four years ago that Fiorenzo Flisi acquired Socage and much has changed since then. It now offers a full range of platforms up to 70 metres and has seven new models or variations between 51

and 70 metres. At its dealer day at the end of September it unveiled several new and upgraded products as well as a new spare parts catalogue and on-line parts ordering system. One of the new products in the mid-range was the Forste 37DJ (37.2 metre working height, double articulated boom with jib) mounted on a two axle 11 tonne chassis. The platform has a maximum outreach of 23 metres with 80kg in the platform and about 19.5 metres with the maximum 300kg platform capacity. It also revealed details of several new larger truck mounted



CMC's latest and largest - the 36 metre PLJ360



Part of the Socage production facility producing large trucks



The Socage TJ35

platforms under development, including the 57 metre TJ57, TJJ61, TJ62, TJ65, TJJ66, TJJ69 and the 70 metre TJ70.

The company says that it has made more than 100 changes to the existing range including lowering the deck height, making it easier for operators to load tools and gain access to new component covers. Socage is having some success with its larger truck mounted platforms. As well as selling a 70 metre TJJ70 to the USA, it has already sold four, 54 metre TJJ54. The platform has an outreach of 40 metres and a 600kg platform capacity. It is also able to carry out underbridge work.

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Multitel launched its MJ range two years ago with the MJ320

### Eagles rise

Oil&Steel has its Eagle truck mounted range including the range-topping 60 metre Eagle 6035 mounted on a four axle - 32 tonne truck with an overall length of 11.5 metres, a width of 2.5 metres and overall height of 3.99 metres. Platform capacity is up to 500kg and outreach 30 metres. Other Eagle models include the 35 metre 3526 and the 52 metre 5227.

### Big Multitels go mainstream

Multitel Pagliero is without question the market leader in terms of units produced, and has a long history and some notable success with larger models, although mostly in France and Southern Europe. Its

current line-up is topped by its 75 metre MJ750, while its latest model - the 68.5 metre MJ685 - was launched at Bauma earlier this year. Mounted on a 32 tonne chassis the lift has up to 35.5 metres of outreach up and over height of around 50 metres and which it height it has 18 metres of outreach, and all from a very compact footprint. It also offers up to 16 metres of reach below ground level. The MJ range was launched two years ago with the MJ320 and the MJ420, does not feature Multitel's traditional 300 degree jib rotation gearbox/mechanism and as such is a separate product range rather than a replacement for the J300 series. With an overall chassis length of 10.6 metres and height of four metres the new lift is said to be ideal for inner city working, as well as other high reach applications such as wind turbine work.

### GSR adds a notch

GSR moved into the over 30 metres sector two and a half years ago with the 32 metre E320PXJ. Mounted on a 12 tonne chassis the units has a heavy duty riser four section telescopic boom and articulated jib, providing a maximum outreach of 20 metres and 280kg platform capacity.

As the above demonstrates, when it comes to mid to larger range truck mounted lifts there is more choice than ever, with the Italian producers clearly looking to extend their dominance of the sub 24 metre market up to 35 metres and then above. While they may still have some work to do to convince more sceptical western buyers to invest in their larger models, expect this to change as they continue to introduce new variations and innovations. The net result is likely to be an expansion of the overall market and more innovations for truck mounted lift users. Watch this space.



GSR moved into the 'over 30 metre sector with its 32 metre E320PXJ

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# A look back at 2013

2013 was another mixed year and greatly depended on where you were based. The world economic situation remained fragile and was particularly desperate in Southern Europe. In spite of this most companies in our sector fared better in 2013 than in 2012, although there were signs of third quarter slowing in some markets with a flourish towards year end. In terms of news the year was certainly eventful - our annual review looks at the highlights from the industry and the world at large. If you are looking for more details on any story that we have included, they can all be found online at [www.vertikal.net](http://www.vertikal.net) - simply use our search facility.

## January industry news

**Manitowoc** opens a new contact centre in Sydney.

**TNT Crane & Rigging** acquires **Southway Crane & Rigging** of Macon, Georgia.

A **helicopter** crashes into a luffing jib tower crane in Vauxhall, London.



Arkansas-based **Hugg & Hall** acquires Oklahoma-based **Westquip**.

**Acme Lift's** chief operating officer **Steve Nadelman** departs and later moves to **Sunstate**.

**Grove** launches the RT770E Rough Terrain and 60 tonne GMK3060 All Terrain crane.



**Terex** reshuffles its senior management team - **Tim Ford** moves to Cranes, **Matt Fearon** takes over at **Genie** and **Kevin Bradley** becomes chief financial officer.



Tim Ford



Matt Fearon

**Manitowoc Cranes** and **Shantui Investment** announce a JV to build truck cranes in China - the deal falls apart in September.

**Terex** launches the Quadstar 1100, a 100 tonne Rough Terrain crane.



**Sky Aces** launches the Fanlift 855-2600 platform.

**Sumitomo** increases its stake in **Sunstate Equipment** to 80 percent.

**Mark Evans** takes over from **Andrew Brown** at **Kobelco Cranes UK**.

**Bravi** starts selling directly to users in the UK.



**Elliott Equipment** unveils the 40 tonne 45127R boom truck.

**Cargotec** appoints **Mika Vehviläinen** of Finnair as chief executive.

**Manitowoc** launches a 165 tonne MLC165 lattice-boom crawler crane.

**ATN** receives a €3 million capital injection from **Entrepreneur Venture**.

Canada-based **Entrec** acquires **Taylor Crane Service** of North Dakota.

**Palfinger** shows its largest knuckle boom crane to date, the PK 200002 LSH.



## World News..World News..



Russia grants citizenship to **Gérard Depardieu** who seeks to avoid new taxes in France.

The 2013 European **horse meat** contamination scandal kicks off in the UK.

Cyclist **Lance Armstrong** admits to doping and is stripped of his Olympic medal.



In **Egypt** massive protests kick off against president Mohamed Morsi.

**Boeing 787** aircraft are grounded worldwide over concerns about the safety of their lithium-ion batteries.

**Miloš Zeman** wins the Czech presidential election.

A militant group overruns a refinery in **Aménas, Algeria** and holds a large number of foreign hostages. The army goes in after four days, resulting in the death of 37 hostages and 32 terrorists.



In **Mali** French troops recapture **Timbuktu** without resistance from the Islamists militants.

Research In Motion officially unveils **BlackBerry** 10 phones.



**February** industry news



Dutch heavy lifting company **Schot** takes the first **Liebherr** LTM 1750-9.1 All Terrain crane.

**IPAF** issues its first full year accident report with 31 fatalities.



**Bluelift** unveils the SA18, a compact 18 metre spider lift.

**Custom Equipment** appoints **Hy-Brid Access** Platforms as its new dealer for the UK.

**GGR** is appointed **Cormidi** spider crane/lift distributor for the UK.

**Socage** unveils a lightweight version of its DA28 on a 3.5t chassis.

**Genie** introduces the Genie Lift Pro online operator training programme.

**Potain** unveils the 2.5 tonne MCi 48 C tower crane in Mumbai.

**Magni Telehandlers** delivers its first telehandlers to Dutch rental company **Collé**.



**AFI** acquires truck mounted platform rental specialist **Wilson Access Hire**.

**A.W. Leil Holdings** acquires Nova Scotia-based **Partners Cranes**.

**Terex** sells its Brazilian road building operations to the **Fayat group**.

**Genie** launches a new Heavy Duty telehandler - the GTH-1544 - its first high capacity model.



**Teupen** appoints **Michael Scheuss** as chief executive.



**Teupen** unveils the 21 metre Leo 21GT spider lift.

**JCB** signs engine supply deal with **Magni Telehandlers**.

**Genie** unveils an updated version of the Z135/70 - the ZX-135/70.

Aluminium crane manufacturer **Böcker** appoints **Kranlyft** as its UK distributor.

**Bobcat** launches the 3.8 tonne TR38160 telehandler, replacing its TR35160.

**Palfinger** acquires **Sky Aces** and forms **Palfinger Platforms Italy** Srl.

**Isoli** ships its first India mounted lift, a 23 metre PNT 230 on a locally-built Tata chassis.

**World News..World News.. World News**

The skeleton of **Richard III** of England is discovered under a car park in Leicester.



**United States embassy** in **Ankara**, Turkey, is bombed by the Revolutionary People's Liberation Front killing two.

Turkey's prime minister **Recep Tayyip Erdogan** accuses **Israel** of waging "state terrorism" against Syria.

The **Royal Bank of Scotland** is fined more than \$612 million for manipulating the Libor rate.

**Pope Benedict XVI** becomes the first modern pope to resign.



**Warren Buffett** and **Jorge Paulo Lemann** buy **H. J. Heinz** for \$28 billion.

Olympic runner **Oscar Pistorius** is charged with shooting his girlfriend **Reeva Steenkamp**, at home in Pretoria.

The large **Hadron Collider** is switched off for two years for upgrading.

A massive meteor breaks up near the city of **Chelyabinsk**, Russia injuring more than 1,200 people.



**Moody's** downgrades the UK's bond credit rating from AAA to AA1.

The centre-left alliance **Italy Common Good** led by the Democratic Party wins the Italian general election.

**Park Geun-hye** becomes the first female president of South Korea.



**March** industry news



**Konecranes** launches a 45 tonne hybrid reach stacker.

**Manitou** CEO **Jean-Christophe Giroux** resigns and **Marcel-Claude Braud** re-joins the board.

**CTE** appoints **MOPSA** as its dealer for Spain.

**Iron Planet** acquires **Asset Appraisal Services**, an online auction company and appraiser.



UK-based **Kimberly group** orders 15, 135ft **Genie** boom lifts.

**JLG's** VP global marketing **Brad Nelson** is promoted to president of **Oshkosh Commercial**.

**AJ Access Platforms** acquires the fleet of **Carlisle Access**.

**France Elévateur** acquires controlling interest in **CTE France**, the CTE, Paus and Unic crane distributor.

**Terex Cranes** delivers the first Superlift 3800



crawler crane to **Ulferts & Wittrock**.

**PM group** merges its **PM** and **Oil & Steel** operations under chief executive **Luigi Fucili**.

**Harry McArdle** (R) of **Height for Hire/Easi Uplifts** receives IAPA lifetime achievement award.





UK-based **Port Services Group** invests £12 million in new cranes and transport.

**Barnhart** acquires **Steel City Crane** of Birmingham, Alabama.

**Liebherr** establishes a crane sales and service subsidiary in Mexico - Liebherr Mexico.

**H.A.B** appoints **Collé** as distributor for the Benelux region.

**Menno Koel** leaves **Holland Lift** as **ProDelta Investments** takes over.

**Tanfield** places 10.5 million new shares raising £2.1 million.

**World News..World News.. World News**



**Hugo Chávez**, president of Venezuela, dies in office at the age of 58.



**North Korea** threatens its enemies with the possibility of a pre-emptive nuclear strike. **South Korea** closes the border and North Korea breaks the 1953 armistice, cuts telephone connections and then declares a state of war.

**Silvio Berlusconi** is convicted of arranging an illegal wiretap and sentenced to a year in jail.

**Cardinal Jorge Mario Bergoglio** of Argentina is elected as the new pope, taking the name **Pope Francis**.



**Xi Jinping** is chosen as president of China and Li Keqiang as the new premier.

Scientists at the large **Hadron Collider** confirm the particle discovered in July 2012 is a **Higgs boson**.



President of Bangladesh **Zillur Rahman** dies in office at the age of 84.

**Justin Welby** is formally enthroned as the new Archbishop of Canterbury.

**Cyprus** agrees a bailout deal with the European Union after closing banks for two weeks.



**April industry news**



With 530,000 visitors from 200 countries, **Bauma 2013** breaks all records.

**JLG** launches Toucan 12E+.

**Sennebogen** unveils a 70 tonne heavy duty telescopic crawler crane.

**Platform Basket** launches a 33 metre spider lift.

**Bronto Skylift** launches the new XR truck mounted lifts.



**Maeda** launches the MK1033C spider crane with articulated boom/jib.



**Palazzani** launches a 52 metre XTJ52 spider lift on tracks or wheels.

**Genie** unveils the 180ft SX180 boom lift.

**TNT Crane** acquires **TSD Crane & Rigging** and **Greenery Construction & Maintenance**.



**CMC** unveils the 25 metre PLA 250 straight telescopic truck mounted lift.

**Rothlehner** acquires design rights and parts business for **Denka** trailer lifts.

**H.A.B** launches a 15.7 metre TR16JD crawler mounted boom lift and a 32.5 metre narrow aisle scissor lift.



**Snorkel** launches the 43ft S4390RT Rough Terrain scissor lift.

**Multitel Pagliero** unveils the 68.5 metre MJ685 truck mounted platform.



**ATN** launches the 46ft Zebra 16 articulated boom.

**Palfinger** launches a 90 metre truck mounted lift on a commercial chassis.

**Steve Couling** takes over as president of **IPAF**.

**Zoomlion** launches the 8-ZT180 topless tower crane.

**Ruthmann** launches the 30 metre T300.1 truck mounted lift.

**Unic** unveils the battery powered Eco-095 spider crane.



**c&a look back 2013**

**Effer** and **Atlas** extend their co-operation agreement to all Atlas dealers.

**CTE** appoints **Hematec** as distributor for its B-Lift range of truck mounted lifts in Germany and Austria.

**Chungh Construction** of South Korea takes delivery of a 2,300t **Manitowoc** 31000 crawler crane.



**Bigge Crane** orders four 300 tonne Liebherr LR 1300 SX crawler cranes.

**Niftylift** wins two Queen's Awards.

**Niftylift** appoints **IPS** to provide parts and service throughout France.

**Terex Cranes** restructures on a regional basis.

**Simon Cracknell**, previously with **JLG** joins **Skyjack** as director of business development Asia.



**Atlas** and Finnish port loader company **Mantsinen** form a strategic partnership.

**CPA** promotes **Kevin Minton** to director.

**World News..World News.. World News**

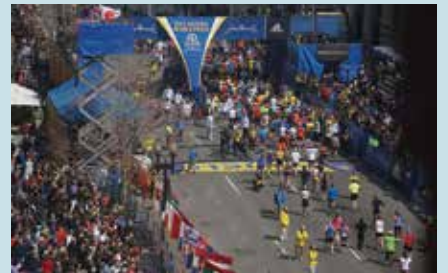


**Margaret Thatcher** dies age 87.



A camel given to **president Hollande** for liberating Mali is eaten by the family in Timbuktu taking care of it.

A bomb at the **Boston Marathon** kills three.



The British Horseracing Authority bans Godolphin Racing trainer **Mahmood Al Zarooni** for eight years after 11 of his horses test positive for steroids.

**Queen Beatrix** of the Netherlands abdicates in favour of her son the Prince of Orange, who becomes **King Willem-Alexander**.

**May** industry news



**Manitex** unveils its largest crane to date - the 70 tonne TC70.

US-based **Trico Lift** appoints **Chris Carmolingo** as chief executive.

**Wayne Lawson** joins **Riwal** as regional director north Europe.

**Ashtead** acquires **Accession Group/Eve Trakway**.

**Kevin O'Shea** moves to Canadian mastclimber manufacturer **Hydro Mobile**.

**Imran Khan**, the Pakistani cricketer/politician is injured after falling from a pallet on a forklift.

**Kalmar** acquires Spanish crane refurbishment/maintenance company **Mareiport**.

**OSHA** delays crane operator certification requirements in the USA until 2017.

**Michael Wotschke** - joint chief executive at **Teupen** - departs.

**John Ball**, MD of Ireland-based **Height For Hire/Easi Uplifts**



announces his departure.

**Haulotte** opens a sales and service subsidiary in Mumbai, India.

**Jeff Brundell** retires as a director of CICA after more than 25 years.



World News..World News.. World News .. World News ..



Three women missing for 10 years are found in Cleveland, Ohio, a 52-year-old man, **Ariel Castro**, is arrested.

A high rise factory - the **Savar building** - collapses in **Bangladesh** killing 1,127 people.

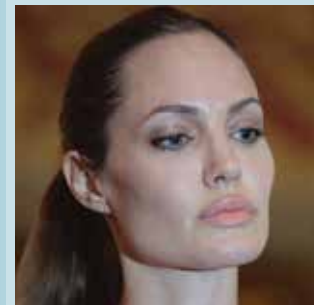


**Ireland** pardons thousands of soldiers who left the Irish Army to fight with the Allies during World War II.

Drummer **Lee Rigby** of the 2nd Battalion the Royal Regiment of Fusiliers is killed and butchered by two thugs in a London street.



**Angelina Jolie** has a double mastectomy due to her family history of breast cancer.



**Ireland** pardons thousands of soldiers who left the Irish Army to fight with the Allies during World War II.

**Ford** announces the closure of its **Australian** manufacturing operations, including its Broadmeadows car factory and engine plant in Geelong with a loss of 1,200 jobs.

Protestors are forcibly removed from Gezi Park in **Taksim Square**, Istanbul, Turkey.



**June** industry news



**Multitel** launches the 23.5 metre MX235 truck mount at **Vertikal Days**.

Alberta-based **Entrec** acquires **GT's Crane and Transportation Services**.

**Oil&Steel** appoints **Mantis Access** as UK/Ireland distributor.

**AFI** acquires **Hi-Reach** and **Access Rental Gulf** and completes £85 million refinancing.

**Tadano** starts production at its new facility in Thailand.

**Delta Rigging & Tools** acquires Louisiana-based **Morgan City Rentals**.

**JCB** announces **Graeme MacDonald** as successor to **Alan Blake** as chief executive.

A marshall at the **Canadian Grand Prix** dies when he is run over by a telehandler.

21 **Zoomlion** executives buy \$22 million company shares.

**Nationwide Platforms** orders 1,000 **Pecolift** work platforms.

**Haulotte** launches a new Entrapment Prevention System, **ACTIV' Shield Bar** at **Vertikal Days**.



A **Genie Z-135** boom lift overturns onto the M25 motorway in London, killing **Rick Jaeger-Fozard**.

**Isoli** appoints **APS** as its distributor for the UK.

The largest **Vertikal Days** so far...

Five children and eight adults were injured when a crane lifting them overturned in **Germany**.



**Sany America** launches the 77 tonne SRC885 Rough Terrain crane.

**Manitowoc** files a patent infringement complaint against Sany.

**Ainscough Crane Hire** appoints **Robin Richardson** as managing director following the retirement of **Neil Partridge**.



**Riwal** buys-out the minority shareholders in **Riwal Spain**.

World News..World News..



New research finds that **graphene** is the strongest material in the world even when joined.



The 60th anniversary of **Queen Elizabeth II's** coronation.

**Greece** shuts down public radio and television broadcaster **ERT**, calling it a "haven of waste".

Former CIA employee **Edward Snowden** admits leaking information on irregular **NSA** phone and email hacking, defects to Hong Kong and ends up in Russia.



**Kevin Rudd** wins an Australian Labour Party leadership challenge against incumbent **Julia Gillard** and takes over as prime minister.

Gunmen kill two polio vaccinators in northwest Pakistan.

Moderate **Hassan Rouhani** is elected as the president of **Iran**.





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**July** industry news



**Isoli** mounts truck mounted lifts in Czech Republic.

**IPAF** launches a Spanish version of its North American operator course.

**Ahern Rentals** emerges from Chapter 11 after an 18 month battle.

**Sany America** launches the 150 tonne SCC8150 crawler crane.



**Fork Rent** orders 900 JCB telehandlers worth more than £53 million.



**Bob Hund** is promoted to president of the Manitowoc Foodservice division.

First Russia-mounted **Oil&Steel** truck mounted lift shipped.

**David Haynes** MD of **Tutt Bryant** and **Tat-Hong's** Australian operations retires.



**Bobcat** celebrates the 50th anniversary of its telehandler plant in Pontchateau, France.

**Haulotte** sells its UK rental business, **UK Platforms**, to general rental company **HSS**.



**Cargotec** acquires ship/offshore winch manufacturer Hatlapa Group.

**Manitowoc** signs a five year

agreement with camera system specialist **Orlaco**.

**Genie** issues a Safety Notice requiring all Genie Z135/70 booms to be inspected.

Australia's **Elevating Work Platform Association** publishes Cross Hire Agreement.

Dubai-based **Manlift** appoints **Tom Cunningham** as MD, following the retirement of **John Ashcroft**.

**Manitex** unveils the 19 ton 1970C boom truck mounted on a two axle 4x2 chassis.



World News..World News..



**Croatia** becomes 28th member of the EU.

The Egyptian army deposes **Mohamed Morsi** and other Muslim Brotherhood leaders, **Mohamed ElBaradei** is named prime minister.



**King Albert II** of Belgium abdicates for health reasons - son **Prince Philippe**, Duke of Brabant takes over.

**Andy Murray** becomes first British winner of Men's Singles at Wimbledon since 1936.



A boy - **George Alexander Louis** - is born to Kate and William, Duke and Duchess of Cambridge, he is third in line to the British throne.

A high-speed train carrying 225 passengers derails near **Santiago de Compostela**, Spain, leaving 80 dead and over 140 injured.



**Bradley Manning** is acquitted of aiding the enemy for leaking classified US Army information to WikiLeaks, but found guilty of espionage and theft.

**August** industry news



**Tadano** launches a 145 tonne the GR-1600XL-2 Rough Terrain crane on a three axle chassis.

Australia's **Elevating Work Platform Association** launches its new UoC Operator Licence.

**Coates** acquires the general rental assets of **Force Rentals**.

**Ramirent** sells its Hungarian business to a private equity fund.

**IPS** appoints **KK Materiel** as its partner for Denmark.

**Ingo Schiller** takes over as head of **Manitowoc Crane Care**.



**Liebherr** begins construction of a new logistics centre in Germany.

**Rival** acquires the aerial work platform business of **Sarens Belgium**.

**Fassi** acquires French hook loader manufacturer **Marrel**.

**Wacker Neuson** appoints **Patrick Degen** as managing director of Wacker Neuson France.

**Holland Lift** appoints **AJ Access Platforms** as its distributor for the UK and Ireland.

Norway-based **Flexleie** buys 20, **MEC** Speed Level 2684RT-T for tunnel work.



£2,180 is raised for the widow of **Rick Jaeger-Fozard** who died when his boom lift overturned.

**United Rentals** acquires Canadian equipment rental company **Rent World**.

**PASMA** publishes its new safety standard PAS 250 for the design of low-level platforms.



**Modulift** launches its first modular CMOD spreader frame.

**Isoli** appoints **Instant Norge** as its aerial lift distributor for Norway and the Baltic Republics.

**Top Service** launches a **Credit Circle** for the UK crane, access and heavy equipment rental industry.

**Teresa Kee** of **NES Rentals** is elected as chairman of **IPAF's** North America Regional Council.

**Pro-Delta** appoints **Eline Oudenbroek** as managing director of **Holland Lift**.



World News..World News..



Amazon founder **Jeff Bezos** purchases **The Washington Post** for \$250 million.

A fire badly damages **Nairobi's** Jomo Kenyatta Airport.



**North and South Korea** resume talks on reopening the Kaesong industrial zone

The UK threatens Spain with legal action over additional border checks in **Gibraltar**.

Researchers at the **University of Milan** unveil a device that measures brain function and consciousness in brain-damaged individuals.

The **USA** and **UK** threaten military strikes against **Syria** over chemical weapon attacks on its citizens that reportedly killed 1,429 people.



## Football

**Wigan Athletic** defeat Manchester City 1-0 in the UK's **FA Cup**.

**Bayern Munich** beat Borussia Dortmund 2-1 in the **UEFA European Cup**.

## Rugby Union



**Wales** wins **Six Nations** tournament for second year in a row.

**Toulon** defeats Clermont Auvergne 16 – 15 in the final of the **Heineken Cup**.

**New Zealand** wins the **Tri-Nations cup** for the second year running.

## Tennis

**U.S. Open: Rafael Nadal** beats Novak Djokovic.

**Wimbledon: Andy Murray** beats Novak Djokovic.



**French Open: Rafael Nadal** wins against David Ferrer.

**Australian Open: Novak Djokovic** wins against Andy Murray.

**Czech Republic** defeats **Serbia** to win the Davis Cup.

## Formula One



**Sebastian Vettel** retains Driver's championship.

**Red Bull** retains the Constructor's championship.

## Golf

**The Masters** - Adam Scott

**U.S. Open** - Justin Rose

**The Open** - Phil Mickelson

**PGA Championship** - Jason Dufner



**No 1 Ranking at end of 2013** - Tiger Woods



## American Football



**Baltimore Ravens** beat the San Francisco 49ers 34 -31 in the Superbowl.

## Cricket

**England** wins the **2013 Ashes Series** against Australia in the UK.



Australia win the **2013/2014 Ashes** in Australia.

**India** beats England to win the **2013 ICC Champions Trophy**.

## Cycling



**Chris Froome** of the UK and Team Sky wins the 100th **Tour de France**.

## Ice Hockey

**Chicago Blackhawks** beat the Boston Bruins four games to two.

## Baseball

**Boston Red Sox** beat St Louis Cardinals 4-2.

## Basketball

**Miami Heat** beat the San Antonio Spurs 4-3.

## Horse Racing

**Auroras Encore**, ridden by Ryan Mania wins **Grand National**.

**Bobs Worth** ridden by Barry Geraghty wins **Cheltenham Gold Cup**.



**Ruler of the World**, ridden by Ryan Moore wins **Epsom Derby**.

**Orb**, ridden by Joel Rosario wins **Kentucky Derby**.

**Oxbow**, ridden by Gary Stevens wins the **Preakness Stakes**.



**Palace Malice**, ridden by Mike E. Smith wins **Belmont Stakes**.

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## September industry news



**IPAF** holds its first UK banger racing even.

**Stavdal** acquires fellow Swedish access rental company **Rentex**.

**Shantui** pulls out of its planned truck crane JV with **Manitowoc** in China.

**Harsco** 'sells' **Harsco Infrastructure** to a new venture **Brand Energy & Infrastructure Services**.

**Skyjack** opens sales/service facilities in Sweden and Germany.

**Hiab** unveils four new loader crane models.



**Andy Wright** head of **Lavendon** Middle East moves to **Speedy** Middle East.

**AB2000** acquires **Ellon Plant Hire**.

**Northern Crane** re-brands as **NCSG** and acquires **Scorpion Industries**.

**Loxam** announces consolidation of its French businesses into a single entity.



Crane manufacturer **Broderson** is acquired by the **Lanco group**.

**Hematec** acquires parts and service assets of failed aerial lift manufacturer **ESDA**.

**France-Elevateur** launches a new 17 metre insulated platform.



**Sunbelt Rentals** acquires Contractors' **Equipment Company**.

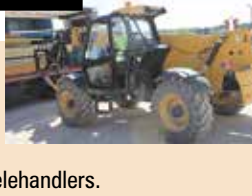
**Altec** launches its largest truck crane to date the 45 ton AC45-127S.



**Tadano** investigates the acquisition of its distributor **Cranes UK**.

**Socage** develops a 13.5 metre pick-up mounted aerial lift for desert applications.

**CAT** updates its 14 and 17 metre telehandlers.



The **BBC** airs the Crane Gang documentary.

**Time Versalift** establishes a new operation **Time Nederland**.

Tanfield 'places' **Snorkel** into a new company controlled by **Don Ahern** of **Ahern Rentals**.



**Link-Belt** updates its 70 tonne TCC-750 telescopic crawler crane.

**HSS Hire** acquires the Irish division of **Mobile Traffic Solutions**.

**Palfinger** and **Sany** acquire a 10 percent stake in each other.

**CTE** improves the working envelope of its ZED 20.2 HV.



### World News..World News..



Vodafone sells its stake in **Verizon** for \$130 billion.

Microsoft purchases **Nokia's** mobile phone division for \$7.2 billion.

Australians elect **Tony Abbott** as prime minister.



Egypt bans **Muslim Brotherhood**.

**Syria** agrees to hand over all of its chemical weapons.

NASA's **Voyager 1** space probe leaves the solar system.



61 civilians and six soldiers are killed in the **Westgate mall** siege in Nairobi, Kenya.

**Barack Obama** and Iranian president **Hassan Rouhani** hold talks.

The **Costa Concordia** is pulled upright.



## October industry news

**Mammoet** unveils a 600 tonne MTC15 terminal crane.



**Ruthmann** appoints Time Manufacturing as distributor for North America.

**Sunbelt Rentals** acquires **MAC Leasing**.

**Palfinger Platforms** launches the P140T truck mounted platform.

**Ruthmann** unveils the 22 metre TBR220 truck mounted lift.

**Tim Frank** resigns as CEO of **Sany America**.

**Dingli** launches its first mast boom.

**Ruthmann** unveils the 38 metre T380 truck mounted lift.

**NES Rentals** acquires **West Georgia Aerial Lift**.



**Niftylift** delivers the first 86ft HR28 boom lift to Cramer Arbeitsbühnen.



**Yanmar** acquires a 6.26 percent stake in **Manitou**.

First Reserve private equity acquires **TNT Crane & Rigging**.

**Grúas Aguilar** takes the first 750 tonne Liebherr LTM 1750-9.1 in Spain.

**Higher Concept** appoints Syrinx Hire Software as reseller for Australia and New Zealand.



**Hewden** orders 450 CAT telehandlers as part of a £61 million renewal programme.

**Liebherr** announces separation of its tower crane and concrete divisions.

Nationwide Platforms' MD **Mike Potts** resigns.

Hurricane force winds take down two tower cranes in London.

**MEC** unveils its Aircraft Ground Support Equipment scissor lift range.

**Hiab** president Axel Leijonhufvud resigns.

**Sinoboom** launches a 15ft GTJZ04 compact electric slab scissor lift.



### World News..World News..



**Twitter** files IPO valuing the company at \$14.2 billion.

**Ireland** rejects government proposals to abolish the upper house **Seanad Éireann**, but supports plans to create a Court of Appeal.

A boat carrying African migrants catches fire off the coast of **Lampedusa, Italy**, killing more than 360.



**Libyan** prime minister **Ali Zeidan** is kidnapped but later released.

European Union leaders protest to the **USA** over claims that it spied on Germany's **Angela Merkel** and others.

Turkey opens a sea tunnel under the Bosphorus in **Istanbul** connecting Europe and Asia.

**Ron Schad** chief executive of **Essex Crane** resigns.

**Speedy** agrees a joint venture with J&J Denholm in Kazakhstan.

Canadian **G. Cooper Equipment Rentals** acquires **City Rentals**.



**Manitex** acquires pick&carry crane maker **Valla**.



**Ascendant Access** of the UK enters administration.

**IPS** acquires outrigger mat supplier **PLC Sales**.

**NCSG** acquires **Doug's Crane** of Prince Rupert, British Columbia.

**Bobcat** launches the upgraded T40140 and T40180 telehandlers.



**Ruthmann** unveils its T630 truck mounted lift.

**Taiyuan Heavy Industry (TYHI)** unveils a 500 tonne All Terrain crane.

**Zoomlion** completes a 7,500 tonne/metre overload test with its 2,000 tonne QAY2000 All Terrain crane.

**Time Benelux** opens a new facility in Tienen, Belgium.

**Palfinger Platforms** unveils its new 24 metre P240A truck mounted lift.



**IPAF** complains to the UK government about the time taken to report on the fatal boom incident.

**MEC** launches a new 60ft Rough Terrain scissor lift.

**Steve Corcoran** resigns as CEO of Speedy following financial irregularities in its International business.



**Palfinger** acquires two specialist access companies, one in Austria and one in the Middle East.

**HSS Hire** acquires machine cleaning specialist **Premiere FCM**.

Two people die when a crawler crane collapses at Sao Paulo's Arena **Corinthians stadium**.



## World News..World News.



**UNESCO** suspends the voting rights of USA and Israel after they refuse to pay their dues as a protest to the admission of Palestine.

**Francis Bacon's** painting Three Studies of Lucian Freud (1969) is sold for a record \$142.4 million.



The 50th anniversary of the assassination of **John F. Kennedy**.

**Typhoon Haiyan** hits South East Asia, particularly the Philippines killing at least 6,100 people. It is the strongest storm ever to hit land in terms of wind speed.



**Iran** signs an interim agreement limiting its nuclear programme in exchange for reduced sanctions.

More than 100,000 people protest in **Kiev, Ukraine**, against the government's decision to suspend the signing of an association agreement with the European Union.

A helicopter crashes onto a pub in **Glasgow** killing eight people.



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December industry news

Ainscough loses commercial director Gareth Jones.

Palfinger acquires Russian forestry and recycling loader crane company Lifting Machine.

Bronto says it plans to introduce a 47 metre platform mounted a two axle chassis in 2014.

Canadian crane group NCSG acquires Mullen Rigging and Industrial Services.

Ahern Rentals acquires Alliance Rental of Georgia with owners Rusty Kaylor and Russ Stear

Skyjack announces two secondary guarding/crush-protection options for its range of boom lifts.

country manager Germany and opens a depot in Brazil.

A slow market in India will hit 2013 profits at JCB.

Nationwide Platforms appoints Jeremy Fish as managing director.

Two five axle cranes overturn during a tandem lift in Caracas, Venezuela.

Michelin launches the new X-Crane + All Terrain tyre.

Fassi acquires a controlling interest in Swedish timber crane manufacturer Cranab.

A loader crane boom and its load comes down on two vehicles in the centre of Bergen, Norway.

Terex releases details of the 'Boom Booster' upgrade kit for its CC 8800 crawler crane.

Sany America appoints Mike Rhoda as chief executive.

Hubert Palfinger takes over as chairman of Palfinger's supervisory board.

UK crawler crane veteran Rod Abbott retires from NRC after 52 years.

Ray Ledger retires as chairman of Kimberly Group.

IPAF introduces its machine-readable Smart PAL card.



World News..World News..

Riots break out in Singapore after a fatal accident in Little India.

Death and state funeral of Nelson Mandela in South Africa.

General Motors announces closure of its Australian Holden manufacturing subsidiary in 2017.

Uruguay becomes the first country to legalise marijuana/cannabis.

China makes the first 'soft' landing on the Moon since 1976.

A judge rules that the collection of domestic phone records by the National Security Agency is unconstitutional.

Michelle Bachelet is elected as president of Chile for the second time.

Russia pardons Mikhail Khodorkovsky after more than 10 years in prison, Pussy Riot and Greenpeace activists are also freed.

Michael Schumacher is left fighting for his life after a skiing accident.

Those who are no longer with us

From the Industry

- Kevin Bellis**, 62, owner of UK based Atrium Access
- Andrew Brown**, 69, UK sales manager at Kobelco Cranes
- John Lane**, 57, a manufacturer's rep with MJ Miller combined companies
- Maurice Bernard**, 43, co-founder of Xtra Materieel, Rotterdam
- Chris Leadbeater**, 57, following a short battle with cancer
- Paul G. Harms**, 82, founder of German electronics manufacturer Moba
- Jan Sarens**, 59, shot dead in a car park in Mexico
- Dave Holland**, 60, UK access technician
- Robin Williamson**, 53, UK crane technician
- Christian-Jacques Vernazza**, 65, owner of Mediaco and president of ESTA
- Ian Grooby**, 57, CEO of the Crane Association of New Zealand.
- Roy Lynn Airington**, 53, owner of California High Reach after a short illness.
- Rab Paterson**, 81, UK access industry veteran - (SGB, BET, Facelift)
- Rick Jaeger-Fozard**, 29, accident when a lift overturned in the UK
- Dick Kitson**, 65, of Hirschmann Automation (PAT) following a short battle with cancer
- Kenjiro (Ken) Nezuka**, long time senior executive with Aichi after a short illness.
- George Sparrow**, 88, co-founder of Sparrows crane hire of Bath, UK
- Sergei Balanovsky**, 37, crane operator, following an accident in Haifa
- Dan Jones**, 55, Genie mid-west regional sales manager
- Herwarth Slupinski**, 64, German crane and access entrepreneur
- John Penny**, 54, MD of loader crane manufacturer Penny Hydraulics

- Eric Millard**, 87, ex-European engineering director for Grove Cranes
- Jimmy Cook**, 93, UK's Lighthouse Club's oldest and most loyal supporter
- Rickie Lee Grimsley**, 59, Manitowoc cranes employee after an accident
- David Jackson**, 65, VP engineering at Tulsa Winch
- Ernst Kumposcht**, 78, co-founder of Maltech Austria
- Tim Novoselski**, 62, former owner of RER magazine
- Gary 'Grumpy' Avery** a CraneSafe assessor, based in Victoria, Australia
- John J. 'Jack' Shaughnessy**, 86 ex-president of Shaughnessy & Ahern and Shaughnessy Crane Service
- John Richards**, 51, tower crane operator died in his cab from a heart attack
- Todd Hildebrand**, 46, co-owner of Alexander Equipment Rental
- Erwin De Ketele**, Belgian delivery driver, in an accident age 35

Wider world

- Gerard Helders**, 107, ex Dutch minister and oldest former politician in the world
- Ed Koch**, 88, former Mayor of New York City
- Bruce Reynolds**, 81, mastermind of the Great Train Robbery
- Hugo Chávez**, 58, president of Venezuela
- George Lowe**, 89, last surviving member of the 1953 Everest Expedition
- Giulio Andreotti**, 94, seven-time prime minister of Italy
- James Gandolfini**, 51, Tony Soprano in The Sopranos, after a heart attack
- Prince Friso** of Orange-Nassau, 44, of the Netherlands, after a 2012 skiing accident
- Seamus Heaney**, 74, poet and recipient of 1995 Nobel Prize in Literature

- Sir David Frost**, 74, of a heart attack on board the Queen Elizabeth
- Tom Clancy**, 66, best-selling novelist
- Lou Reed**, 71, lead singer of The Velvet Underground
- Mikhail Kalashnikov**, 94, designer of the AK-47 rifle
- David Coleman**, 87, British television sports commentator
- Ronnie Biggs**, 84, Infamous Great Train Robber
- Joan Fontaine**, 96, Oscar-winning actress
- Peter O'Toole**, 81, actor (Lawrence of Arabia)
- Nelson Mandela**, age 95, Joe Palumbo, 84, American football player
- John Cole**, 85, broadcaster and BBC political editor
- Manfred Rommel**, 84, ex-mayor of Stuttgart and son of Erwin Rommel
- Sir John Tavener**, 69, composer, from Marfan syndrome
- Doris Lessing**, 94, novelist, poet, winner of Nobel Prize in Literature - 2007
- Robin Leigh-Pemberton**, 86, ex-governor of the Bank of England
- Jovanka Broz**, 88, widow of Yugoslavia's Tito (Josip Broz)
- Eiji Toyoda**, 100, built Toyota into a global car manufacturer
- Elisabeth Maxwell**, 92, widow of Robert Maxwell
- Mike Winters**, 82, British comedian
- Bernie Nolan**, 52, Irish singer (The Nolans) and actress from breast cancer
- Alan Whicker**, 87, British broadcaster (Whicker's World)
- Mel Smith**, 60, comedian and actor heart attack
- Tom Sharpe**, 85, author (Porterhouse Blue, Wilt)
- Gene Mako**, 97, tennis player Wimbledon mens doubles winner 1937/1938
- Eydie Gormé**, 84, award winning singer
- Ken Norton**, 70, Heavyweight boxer
- Slim Whitman**, 90, country singer-songwriter
- Marc Rich**, 78, commodities trader and US tax evader
- Mick McManus**, 93, professional wrestler
- Richard Thorp**, 81, UK actor
- Hazel Hawke**, 83, wife of ex-Australian PM Bob Hawke
- Bill Pertwee**, 86, British actor (Dad's Army)
- Jean Stapleton**, 90, American actress (All in the Family)
- Milo O'Shea**, 86, Irish actor
- Annette Funicello**, 70, first host of Mickey Mouse Club and singer
- Margaret Thatcher** - age 87,
- Jocasta Innes**, 78, writer and businesswoman
- Kenny Ball**, 82, jazz trumpeter
- Norman Collier**, 87, British comedian and actor
- Frank Thornton**, 92, actor (Are You Being Served, Last of the Summer Wine, Gosford Park)
- Boris Berezovsky**, 67, Russian oligarch - suspected suicide
- Giancarlo Martini**, 65, Italian Formula One driver, co-founder of Team Minardi
- Julie Harris**, 87, actor - Knotts Landing
- Richard Briers**, 79, of emphysema
- Cory Monteith**, 31, actor - Glee
- Dale Robertson**, 89, American actor
- Jonathan Winters**, 87, actor and comedian
- Robert Kee**, 93, British journalist and broadcaster
- Mariangela Melato**, 71, Italian actress pancreatic cancer
- Michael Winner**, 77, film director and food critic
- Paul Walker**, 40, actor - Fast & Furious series - car crash
- Esther Williams**, 91, actress
- Ed Lauter** 74, actor cancer
- Noel Harrison**, 79, singer - Windmills of you mind son of Rex, heart attack
- Margaret Pellegrini**, 89, actress - a Munchkin in the 1939 Wizard of Oz film

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*"We opted for Syrinx on the recommendation of colleagues and have received a first-class service and, equally as important, a more-than-expected back-up engagement between the Higher Concept staff and the SAS team. We are grateful to Higher Concept for making rental software implementation so trouble-free throughout our launch period and would highly recommend both Higher Concept and Syrinx to anyone considering their software options."* John Corrie



*"Our previous system was fraught with difficulties and not backed up with good service. It was a big decision to contemplate getting a new hire management system but we were so frustrated we had no other option. We were pleasantly surprised at how smooth the implementation of Syrinx was. We have been impressed with the excellent project management and exemplary training backed up by excellent support."* Alistair Jordan



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



*"Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service."* Ray Ledger



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

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# Manufacturer/ service company meeting

On 3rd December, ALLMI's manufacturer/service company members convened to discuss a range of industry related topics and to be updated on the association's various projects and activities which included:

- ALLMI's involvement in producing pan-industry guidance for managing plant operator competence.
- The development of ALLMI's crane supervisor training programme and the pilot courses currently taking place.
- The recently released BS7121, part 2-4.
- ALLMI's range of industry safety campaigns.

In addition, members received a presentation from Vehicle Certification Agency (VCA) project manager, Mike Protheroe, who spoke on the subject of Whole Vehicle Type Approval. The meeting also facilitated a presentation to Mick Wright of T H White, who



(L) Mark Rigby congratulates Mick Wright on his 30 years of service

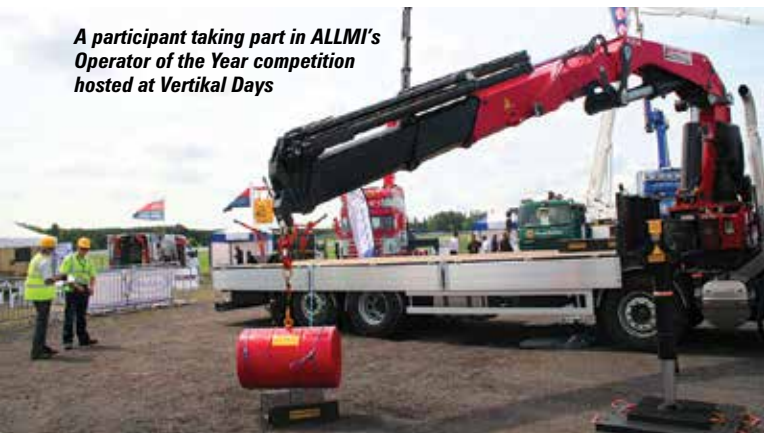
recently stepped down from his position on the ALLMI Technical Committee following more than 30 years in the role.

Wright said: "It's been a pleasure and a privilege to serve on the ALLMI Technical Committee and to have direct involvement in so many projects that have had a positive impact on industry standards.

I've seen the association develop and evolve during my time on the committee and I wish my industry technical colleagues, as well as all at ALLMI, the very best for the years ahead."

## ALLMI at Vertikal Days 2014

A participant taking part in ALLMI's Operator of the Year competition hosted at Vertikal Days



ALLMI has announced its plans for Vertikal Days 2014. Taking place on 14th/15th May at Haydock Park, the ALLMI Village is an area of the event devoted entirely to the lorry loader industry. It is also where ALLMI and many of its manufacturer members will exhibit.

ALLMI chairman, Mark Rigby, said: "We are very much looking forward to building upon the ever-increasing profile of the ALLMI Village. Last year's show was our most successful to date, but the

aim is to attract even more industry stakeholders to the event and to have a record number of loader crane exhibitors in 2014. Several have already confirmed their spots within the Village and we expect many more to follow. The Village will also host the 'ALLMI Operator of the Year' competition, which has rapidly become recognised as the annual event for raising awareness of quality training and assessment, promoting safety and efficiency, and commending those who work to the highest standards."



## New records for training

ALLMI recently announced record training levels for 2013, with demand for its lorry loader and slinger and signaller courses increasing by more than 40 and 100 percent respectively.

ALLMI chief executive, Tom Wakefield, said: "We are extremely pleased with what has been an outstanding year for all aspects of the ALLMI scheme. The demand we are experiencing is due to the quality and recognition of ALLMI's training programmes, which largely stems from the dedication of our training and technical committees, as well as our ad-hoc working groups. These members and training providers, in conjunction with our full-time staff, ensure that scheme content is always of the very highest standard and that it continually evolves in line with ever-changing legislative and technical requirements, as well as the needs of the industry. We are in the process of piloting our new Crane Supervisor course, and the ALLMI Training Scheme Review is due to start in the first quarter of 2014. With these developments taking place, as well as a number of other initiatives which will strengthen the standing of ALLMI training, we are anticipating further growth in 2014 and beyond."

More people have taken ALLMI training courses last year than ever before



## ALLMI forms after-sales working group

ALLMI has announced plans for the formation of an 'After-Sales Working Group', to enhance communication and cohesion between manufacturer and service repairer members.

ALLMI technical director, Alan Johnson said: "At a recent meeting of the ALLMI board, a discussion was held concerning ways in which we can better engage a significant number of our service/repairer members. Without wishing to mix metaphors, these members have a great deal of knowledge and experience at a coal-face level which we believe to be largely untapped. The formation of this group was felt to be a positive move towards achieving this engagement and we are delighted that Carly

Barnard of Transloader Services has agreed to chair it. Our next step will be to hold an inaugural open forum in late February, which will be used as an opportunity to elicit feedback from all interested members as to the future demographics and direction of the Working Group."



Carly Barnard

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# SCA announces crane training initiatives

The Singapore Cranes Association (SCA) has announced plans for a one-stop crane training centre, and a Crane Operators Register to help ensure crane operators keep their skills relevant and up-to-date.

Hawazi Daipi, Singapore senior parliamentary secretary education and manpower, said: "The crane industry supports our economic development and has raised the productivity of many industries. However we must ensure that there is a pipeline of trained, qualified and safety-conscious crane operators. The industry must help job-seekers understand the career paths available and the important role crane operators play in the safety of our workplaces and public spaces to encourage more Singaporeans to consider a career in the crane industry."



The SCA is to set up a crane operator training centre and register

## LEEA introduces new training courses

The Lifting Equipment Engineers Association (LEEA) has launched two new practical training courses covering the thorough examination of electrical overhead travelling and portal cranes, and runways and crane structures.

The five-day courses prepare delegates for the thorough examination of equipment and the criteria for returning them to service. The Runways and Crane Structures diploma focuses on runway beams, jib and mobile gantry cranes and structures, while the Electric Overhead Travelling and Portal

Cranes diploma caters for delegates that already hold LEEA's Lifting Machines Power qualification. The courses can be held at the association's fully equipped training centre in Huntingdon, or at any suitable premises worldwide. For more information contact LEEA at mail@leea.co.uk.



LEEA has introduced two new thorough examination courses

## Seven figure settlement for banksman

Kenneth Brown, 64, a fitter employed by UK-based Johnson Controls, has received a seven figure settlement after losing his leg following an incident with an aerial lift. Brown was directing the lift at the Sellafield nuclear plant in Cumbria when it surged forward crushing his left leg, causing extensive injuries which resulted in it being amputated above the knee. A spokesman for Johnson Controls said: "Johnson Controls has accepted a degree of personal responsibility, fully cooperated with the Health and Safety Executive investigation and pleaded guilty to a breach of Health & Safety regulation. The company also complied promptly with an improvement notice in respect of banksman procedures."

## £8,000 for ladder fall

Dundas Chemical Company (Mosspark) Ltd, has been fined £8,000 after an employee fell four metres from a ladder. Matthew Maxwell, 70, had climbed to the top of a ladder to measure up a section of pipework which was to be replaced at the company's Omoa Works in Motherwell, Scotland. As he reached out to take the measurement, the ladder slipped down the wall until it hit a cable tray. Maxwell was bounced into the air and struck his head as he hit the ground, also sustaining bruising to his ribcage, a sprained thumb and a cut eye. He was off work for seven weeks.



The court found that the company had failed to provide a safe system for working at height with ladders, had no suitable training or supervision for working at height with ladders, no ladder register and no process to ensure that workers did not undertake activities that could put them at risk if working alone. HSE Inspector Eve Macready said: "This was an entirely preventable incident which could have been even more serious if Mr Maxwell's fall was not broken when the ladder hit the cable tray."

## \$61,000 for failed rope incident

The Occupational Safety and Health Administration (OSHA) has fined Mountain States Contractors of Tennessee almost \$61,000, following an incident in May.

The lattice crane was working from a barge, replacing a bridge over the Cumberland River, when the main boom hoist cable broke, dropping the boom onto a passing car, injuring the driver. The company was fined \$56,000 for failing to remove the damaged rope from operation, even though daily inspections indicated it needed replacing, and \$4,900 for failing to ensure that a deficiency noted on the annual inspection was checked on a monthly basis. OSHA area director William Cochran said: "This employer wilfully disregarded worker safety and allowed the crane to operate even though daily crane inspections indicated the cable needed replacement and replacement cable was available on-site, it is fortunate that no one was killed or seriously injured in this incident."



Mountain States Contractors fined for wilful and serious safety violations

## Who trained him then?



Spotted in Steenbergen, the Netherlands, a man who has attached a lateral wooden platform extension to an aerial lift in order to gain extra outreach for installing cladding panels. Not only is the platform lacking any form of safety but the machine, an UpRight SL26 is also not designed to take the side loadings inflicted.



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# Anti-entrapment should change to secondary guarding

The UK's Strategic Forum for Construction Plant Safety Group has unanimously agreed to change the terminology used for additional devices which reduce the risk of overhead crushing injury from 'anti-entrapment' to 'secondary guarding' devices.

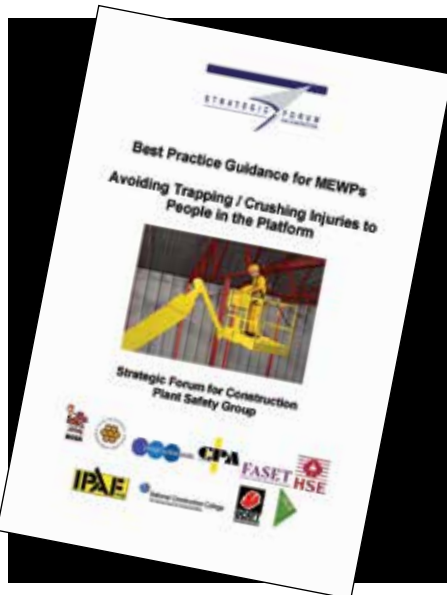
The group agreed with the proposal prepared by IPAF technical officer Chris Wraith which stated that all aerial lifts are safe by design and are fitted as standard with a function enable device which provides a primary guarding system. Any additional devices fitted to an aerial lift therefore offer secondary protection and should not replace good practice by management and the operator. Anti-entrapment devices do not prevent entrapment – they offer a secondary guarding option to assist management in reducing the risk of serious injury from overhead hazards. As such the term anti-entrapment is incorrect and the term secondary guarding should be adopted by the industry.

Kevin Minton, CPA director and chairman of the SFPSPG, said: "The unanimous decision of this group, who represent all the key industry stakeholders, demonstrates how important this change to more accurate terminology is. The aim of the group is to agree on how to ensure the safe use of aerial work platforms in construction and we hope re-naming will make it clearer for managers and operators on site."

Chris Wraith, IPAF technical officer, added: "The term 'anti-entrapment' implies that the use of these devices will prevent entrapment, even though it is recognised that there is no single solution to prevent overhead crushing incidents from occurring. A reduction in serious incidents will only come about by the combined efforts of operators, site management, hire companies and manufacturers working towards improvements and this re-naming is a step in this direction. Secondary guarding is a much more accurate term based on sound reasoning that describes this equipment and devices for what they are."

Further guidance on the prevention of entrapment when using aerial lifts is available to download from the 'Publications' section of [www.ipaf.org](http://www.ipaf.org).

*The Strategic Forum's Best Practice Guidance for MEWPs.*



An operator using a PAL Smart PAL Card

## PAL Card goes smart

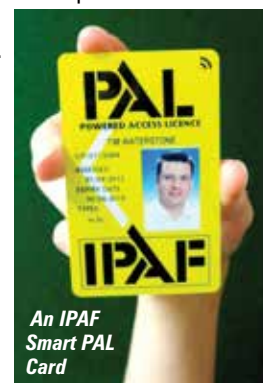
IPAF has launched a Smart PAL Card (Powered Access Licence), available in different languages, which is machine-readable. The Smart PAL Card looks the same as the standard PAL Card (which will continue to be issued and accepted on site) except it is embedded with a data chip and marked by a wireless icon. All data stored on the card, such as the operator name, number and categories trained in, will also remain printed on to the card.

A card reader fitted in an aerial lift can be set up to recognise certain data which determines whether or not the machine can be operated. This data includes whether or not the operator is trained, to what level and in which machine categories. No additional personal contact details are contained within the card. Using a Smart PAL Card along with a reader device allows control of machine access and thus improves site safety. Site managers can use the system to ensure that only correctly trained operators can operate aerial lifts or mastclimbing work platforms. They can also track who has used which machine for how long, and prevent fraudulent use.

Smart PAL Cards have been tested extensively on multiple machines by operators on site. They can be read by virtually all card readers and there are no restrictions on which smart card readers are used. Operators or companies can specify if they wish to be issued with a Smart PAL Card or a standard PAL Card when booking courses with their IPAF-approved training centre.

The validity of a card can be checked by using the online verification tool at: [www.ipaf.org](http://www.ipaf.org)

For more information on IPAF training and the PAL Card visit: [www.ipaf.org/pal](http://www.ipaf.org/pal)



An IPAF Smart PAL Card

## Bristol regional meeting

The Bristol regional meeting held at the end of November was hosted by Andy Pearson, managing director of Prolift Access. It featured excellent presentations by Brian Smith, HSE director from Midas Construction, on the UKCG MEWP Toolkit, and by Leigh Sparrow of the Vertikal Press on the economic sustainability of the access industry. Presentations from the regional meeting can be found at the 'members only' section of [www.ipaf.org](http://www.ipaf.org).

IPAF regional meetings are a simple and effective way to learn about the industry and network with colleagues and business associates - for upcoming regional meetings visit: [www.ipaf.org/events](http://www.ipaf.org/events).

*(L-R) Brian Smith, Leigh Sparrow, Andy Pearson with Chris Wraith and Giles Councill of IPAF.*



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# Another year... Another record

65,000 people successfully completed PASMA training courses last year, equipping them to use mobile towers and low-level work platforms such as podiums or pulpits safely and productively. In comparison, the association achieved what was then a new record of 45,000 in 2009, a modest increase to 47,000 in 2010 and a step-change increase to 55,000 in 2011. In 2012, training numbers went up yet again reaching just over 60,000 by the end of the year.

Courses on offer from the national network of PASMA approved training centres include the industry standard Towers for Users, Towers for Managers, Low Level Access, Combined Low Level & Towers for Users and Work at Height Essentials. A number of new courses will also be announced during 2014. For more details on PASMA courses visit: [www.pasma.co.uk](http://www.pasma.co.uk).



PASMA records its highest yearly training numbers

## PASMA and SELECT agree partnership

PASMA has entered into a new partnership agreement with Scotland's electrical trade association SELECT in order to make professional tower training more accessible to SELECT's members. Delegates who complete PASMA's working at height training through this partnership will receive a unique PASMA card with the SELECT logo printed on it.

PASMA's managing director, Peter Bennett said: "Electrical contractors work regularly at height. We are delighted that this agreement will benefit both organisations by giving SELECT's contractors an easy route to training and allowing PASMA members to get more involved in an industry that will benefit from their expertise."

Based just outside of Edinburgh, SELECT has some 1,200 member companies covering the whole of Scotland. Acting as the voice of the electrotechnical industry in Scotland it speaks for around 80 percent of electrical contractors ranging from large contractors to one-man operations.



Trade associations PASMA and SELECT have entered into a new partnership agreement.

## 2014 Exhibition dates

As part of the Access Industry Forum (AIF), PASMA will be represented at a number of health and safety events during 2014. These will include the Health & Safety Event, 11-13th March, at the NEC, Birmingham and the Safety & Health Expo and IOSH Conference, 17-19th June, at ExCeL in East London.

A landmark AIF Working at Height Twitter Symposium is also planned for 2014, where business and industry will have the opportunity to submit questions and queries about all aspects of working at height. These will then be answered by the relevant member organisation of the Forum. The date for this event will be announced later this year.



## PAS 250 low level standard

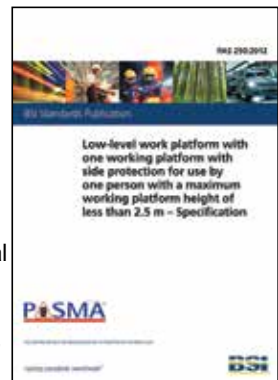
Since the launch of the PASMA-sponsored PAS 250 specification, which has set minimum standards for low-level work platforms to help keep users safe, it has attracted considerable attention.

Until now, designs for low-level work platforms have been developed in the absence of any formal standard, and although many are perfectly safe for use, aspects of some products could be significantly improved by adherence to a properly developed standard.

PAS 250 meets this need, establishing minimum safety and performance criteria for low-level work platforms. Developed by the UK national standards body BSI, PAS 250 has established the requirements for low-level work platforms, including podiums and pulpits. It outlines the requirements for any single-use low-level platforms which have one working platform, side protection, a maximum working height of less than 2.5 metres and a maximum platform capacity of 150kg. The standard also sets out requirements for materials, design loads, dimensions, strength and stability tests, marking and user instructions.

Anne Hayes, head of market development for governance and risk at BSI, said: "Without safety guidelines to follow, there is a risk that an inferior product design may reach the market and end up in the workplace. PAS 250 can safeguard potential users working at height and help minimise accidents in the workplace."

BSI's PAS 250 specification can be obtained from PASMA's online shop.



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

As a PASMA member, if you have an interesting or unusual story to tell about towers and tower training, please send it to [michael.fern@asma.co.uk](mailto:michael.fern@asma.co.uk)

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**TOO GOOD TO MISS**



# A collapsible hard hat



*Toyo Safety's new collapsible hard hat*

Japanese safety equipment manufacturer Toyo Safety has developed a safety hard hat which can be collapsed when not in use to a more compact, transportable and storable shape.

Initially designed in case of an earthquake or natural disaster, the Bloom hard hat can expand from its collapsed shape, which measures 88mm wide, 345mm long and 145mm high, in less than 30 seconds by pulling on a cord attached to the back of the helmet. Once pulled its adaptable panels expand and lock in place and an adjustable chin strap drops down from the crown of the helmet. Weighing just 450g and certified to the Ministry of Health and Labour and Welfare protection cap standard, the hard hat is available in a range of colours including white, grey, orange and yellow.



*The Bloom hard hat comes in a range of colours*

# Oerlikon transmission for hybrid vehicles

Oerlikon Graziano, a division of Swiss drive, gearing and transmission specialist Oerlikon Drive Systems, has announced details of a new hybrid six-speed Automated Manual Transmission (AMT) - OGeco.

Designed to provide torque infill from an electric motor during gear changes, the company claims the new transmission is more cost effective, lighter and efficient than Dual Clutch Transmission (DCT) alternatives and provides seamless shift benefits. OGeco supports different drivetrain layouts to provide a range extender drive for plug-in hybrid vehicles, torque infill, electric boost and KERS performance benefits. Regeneration is also possible.

Oerlikon Graziano head of automotive design Roberto Gay, said: "The hybrid unit is designed for high performance vehicles with transaxle transmission configuration, suitable for front- and rear-wheel drive applications. This technology is able to provide an innovative breakthrough as manufacturers seek reduced fuel consumption and improved Co2 emissions."

*The OGeco has been designed to provide torque infill from an electric motor during gear changes*



*Measuring 10cmx10cmx1cm the pocket sized pouch offers a discreet and hygienic means to urinate*

# The pocket sized toilet

Portable urinating device company Shewee has developed Peebol, a new pocket sized pouch that allows men, women to urinate anytime and anywhere. Although one of the more peculiar innovations we have ever featured, Peebol might be ideal for tower crane operators who spend extended periods of time in the cab and who do not have easy access to a more conventional method.

Available for purchase in packs of eight, the Peebol pouches are said to be easy to use, discreet and hygienic. Once unrolled, absorbent granules inside the pouch convert fluid into biodegradable spill-proof gel, allowing the odour free pouches to be sealed and reused until it reaches its one litre capacity. Once full the pouches can be easily and environmentally disposed of in a bin.

# 360° work platform

US masonry specialist Lombardi & Son Masonry is working with Diversified Product Development to commercialise an aerial work platform which the company claims will be the first to provide easy 360 degree access around a vertical structure. Conceived by company owner Don Lombardi, the Lombardi Lift was originally designed to provide a more efficient way for masons to work around four sides of a chimney.



*Once positioned against a vertical structure the platform's hydraulic sides can be adjusted*

The platform mounts to a regular boom – either a boom lift, telehandler or crane – and features an open front and two hydraulically 460mm side platforms that can be adjusted hydraulically. Once the sides are adjusted a folding platform and guardrails close the open side, completely encircling the structure. The product can then be used to provide 360 degree access around vertical structures such as chimneys, steel columns, power poles, or trees.

It can also be used as a conventional platform or configured into an 'L' shape allowing it to be used on building corners. The unit can be fully self-contained with its own power and hydraulic system, or powered hydraulically by the machine supplying the boom, depending on the user's preference or application.



*The device's folding platform and guardrails can then be closed completely encircling the structure*

The company said the Lombardi Lift can be used in place of staging, scaffolding and climbing, and allows users to work around a structure without the need to reposition the platform. In addition, when the platform is configured completely around a structure they will not have to work through or over an internal guardrail, making the work area more accessible.

**enquiries** To contact any of these companies click on the 'Access & Lifting Directory' section of [www.vertikal.net](http://www.vertikal.net), where you will find direct links to the companies' web sites for up to 12 weeks after publication. To have your company's new product or service featured in this section, please send in all information along with images via e-mail to: [editor@vertikal.net](mailto:editor@vertikal.net) with 'Innovations' typed in the subject box.



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# Liebherr LR 1600/2

The Liebherr LR 1600/2 Crawler Crane can lift a maximum of 600 tonnes at a radius of 11 metres and can be configured with a main boom, luffing jib and derrick boom.

This 1:50 scale model by NZG comes in a very large box with the many beautifully wrapped and protected parts allowing a large model around two metres tall, to be built. There is a good instruction booklet, although it does not cover every detail and building and reeving the model takes several hours, but it is well worth the effort.

Sadly like many such models, there is no information about the real crane, and this feels like an opportunity missed for the manufacturer.

The track frames are removable and the model can be posed self-installing them using the cylinder on the A-frame. The quality of the metal track pads is really good. The clean lines of the crane superstructure are modelled well, and at the boom foot there are hydraulic hoses with the slew motors, while the metal

handrails and platforms give a busy look. The operator's cab is high quality with a good interior and it can tilt.

The boom and jib sections are of a high quality and are pinned together with tiny brass nuts and bolts which provide a good connection. The boom butt section includes a couple of winches and there are walkway grilles and metal access platforms which give a realistic look. Sections have internal bracing and jib sections fit inside the boom sections to replicate economic transport loads.

Metal sheaves are used throughout, and the geometry of the parts and the built model are excellent. The ballast carrier is well engineered and is detailed with access platforms and ladders. Two hook blocks are provided and the large heavy lift hook is also modular in nature. All winches can be operated and they have positive brakes.

Perhaps the best feature of this model is that it can be configured in so many ways. It also splits down to make great transport loads. Erected, it can be built with many different combinations of boom and jib, and with or without the derrick and ballast carrier.

NZG has produced another first class crawler crane model for Liebherr. It has excellent engineering, very good detail and high quality manufacture. It is available from the Liebherr webshop for €495.

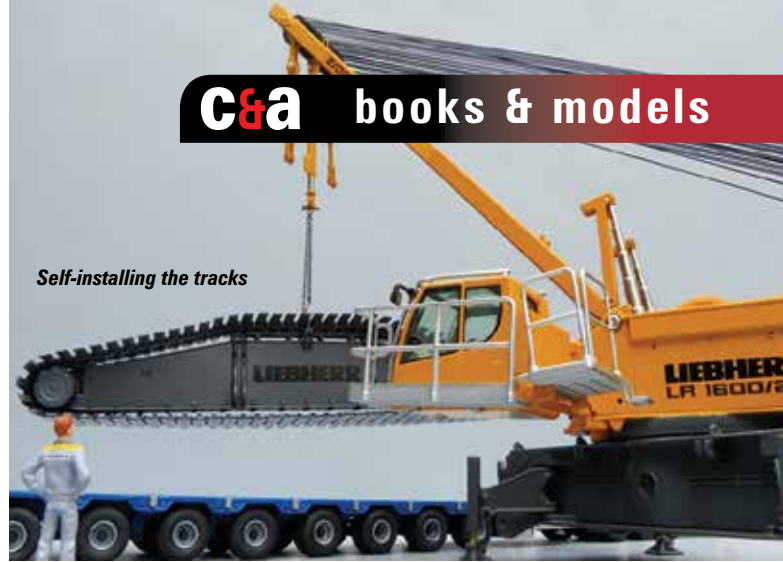
To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

## Cranes Ect Model Rating

Packaging (max 10)	9
Detail (max 30)	27
Features (max 20)	19
Quality (max 25)	23
Price (max 15)	12
Overall (max 100)	90



*Very realistic profile*



*Self-installing the tracks*



*Boom sections have excellent geometry*



*Really nice tracks*



*Detailed ballast carrier*

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# Letters



Dear Sir,

As the HSE does not have the resources or staff to police the full edict of LOLER in the implementation of method statements from hires, would it not make sense to have the CPA lobby government to legislate that all CPA crane hire contracts can only be undertaken with a copy of the customers method statement being produced up front, before the hire commences with a copy being attached to the hire agreement for the operator to check when arriving on site.

**Glenn Churchill**

We responded:

*Many thanks for this comment Glenn, It makes absolute sense, especially IF the CPA made this mandatory for its members. The only thing against it is that the HSE rightly says that the method statement does not have to be in writing and has said that it would rather have a good method statement developed and discussed between everyone on site, than a piece of paper. Having said this, IF there is an accident the HSE always demands to see paperwork, and if something does go wrong it will automatically doubt the existence of any verbal method statement.*

*Can we use this in our letters page? Either with your name OR if you prefer anonymously?*

*Best Regards*

Mr Churchill wrote back:

Put in the letters page by all means and yes I agree that there is no specific need for a written version of a method of work statement, but under LOLER this is the best way of showing that risks are being managed and understood and when customers ask crane companies to provide a contract Lift service nothing short of a paper document will suffice, so goose and gander spring to mind, and something about horses and gates, if you catch my drift.

So in essence the HSE yet again preach but do not practice as is often seen to be the case. So lobbying them may be the answer, and yes I can say that I have not seen a method statement on all jobs but you have a sense that some clients have the necessary expertise and you can also see when you are surrounded by clowns and this is when I ask for the necessary paperwork albeit to the answer "what's that".

I rest my case m'lord.

**Glenn Churchill**

## Modulift beam failure

Here is a typical example of the difference between quality training/VOCs versus the cheapest quote. Time and time again we hear and see major companies taking the cheapest quote to cut costs which will only result in incompetent training. Major questions that corporations need to be asking training providers are how many people were deemed not yet competent on their certificate of competence/or VOCs to find out if they are another tick and flick, "she'll be right mate" provider.

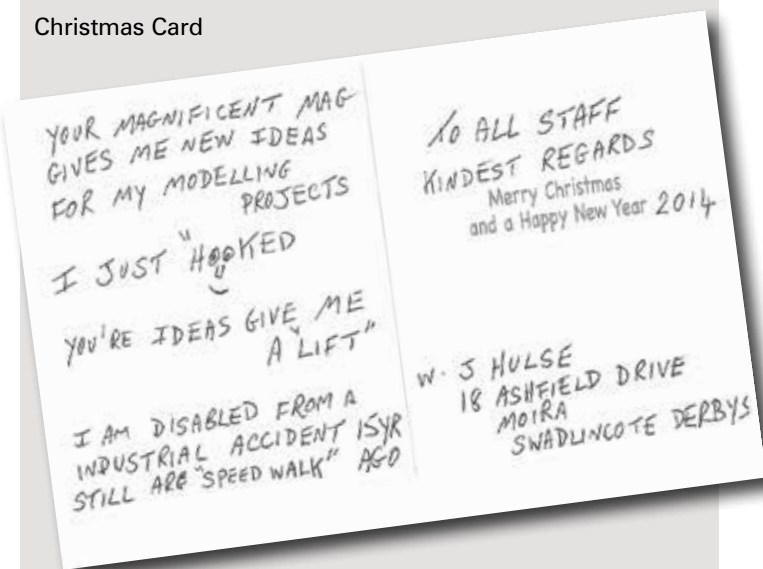
Until this practise changes incidents like the above and many more will continue to happen also putting countless lives at risk for the sake of saving a few dollars. If certain bodies took the time to work out the costings of a fatality or serious incident/accident, they would soon realise this is not the path that any corporation should be heading down.

**Jaimie Leggo** Chief Executive Officer

Australian High Risk Training

## Thank You

The following letter was received in the form of a Christmas Card



**Keep up the pressure**

Dear Sir,

Congratulations on dedicating so much space and resources to the issue of poor outrigger set up, wanted to say keep up the good work, but would rather you don't disclose my name – not sure it would go down too well with my employers, a large civil engineer. I frequently work with cranes, all of them hired in complete with drivers. The larger lifts we do on our main projects are almost never an issue, everything is planned out well before hand and we go to great lengths to ensure that the ground can support the worst case outrigger loadings provided by the crane supplier.

However, all of this is often forgotten when a crane is called in for a routine lift such as unloading unplanned materials or equipment and placing small equipment onto an upper floor where a hoist cannot be used. I am frequently surprised at how unconcerned some drivers are about the ground conditions and taking precautions by spreading the load. Please don't misunderstand me some are very good and drivers working for the larger crane hirers seem to be more aware.

These sorts of lift usually occur on smaller sites, although I have seen them on some major sites too. And one of the worst offenders are lorry loader/Hiab drivers I would say that less than half of them ever even consider getting out spreader plates and if you ask them if they could please put plates under the legs the chance is you will get attitude. I am amazed that there are not more accidents with these cranes!

Also love the slogan in the comment Mark – Don't be a prat.....

Keep up the good work and don't let up

**Name and company withheld as requested**

**Recovering a U-Boat**

Dear Sir,

I'm an amateur military historian from Poland. Could you give me information how big are the chances to take from the water the wreck of a German submarine U-20 discovered in 80 feet/24m of water off the coast of the Turkish city of Zonguldak. Displacement of this ship is 279 – 329 tons.

Do you know if some Turkish company has a vessel crane with potential to do this task? How much could cost operation like this?

With Respect

**Mariusz Kopeć**

Sosnowiec 28.12.2013



*We did a little of our own research in to this subject, and found that the original first world war U-20 patrolled the British Isles and made the news when it sunk the RMS Lusitania in May 1915. It grounded off the coast of Denmark and blown up by the crew. The boat that Mr Kopeć is referring to is a type IIB U-boat. This U-20 was built in 1935, by Germaniawerft of Kiel as 'werk' 550. She was commissioned on 1 February 1936. During World War II, she went on 16 patrols, sinking 16 ships totalling 39,637 GRT and damaging one more of 1,846 GRT. She was scuttled on the 10th September 1944 in the Black Sea as Mr Kopeć points out and was located in 2008 by Selçuk Kolay, a Turkish marine engineer. We will pass on any ideas or suggestions. Ed*

**John J. 'Jack' Shaughnessy 1926 - 2013**

John J. 'Jack' Shaughnessy, retired president of Shaughnessy & Ahern and Shaughnessy Crane Service, passed away on Wednesday, November 27th, just before his 87th birthday, following a short illness. Predeceased by his wife Mary in 2008, he leaves behind sons Stephen, Jack Junior, James and Michael, daughters Susan (Harrison), Linda (LeRoy) and Elizabeth (Whalen). Along with 17 grandchildren and seven great-grandchildren.



The second generation of the Boston-based Shaughnessy crane and rigging family, he joined the Navy from high school in 1944 and was a member of the Naval Aviation programme. After the war he joined his brother Al in the family rigging and moving company.

In the early 1960s Shaughnessy bought the company's first hydraulic crane - a one man crane - and pushed to change union rules that insisted all cranes have a 'greaser' or second man. "I thought it might be helpful to supplement my income, he said at the time" That new business expanded dramatically. Something he put down to luck, but was more due to foresight. Over the years he was instrumental in ending restrictive practices for small hydraulic cranes and built up a substantial business in its own right.

He retired in the mid to late 1990's and Shaughnessy Crane Service was acquired by NES in 1998, which retained the aerial lift and general equipment business, but sold the crane operations on to Amquip. In addition to running the highly successful crane and access business, he was well known for his charitable work in and around the Boston area. The funeral and mass was celebrated in Saint Elizabeth Church, Milton on Saturday, November 30th.

**Man falls after bus hits lift**

Dear Sir,

I wanted to comment anonymously on the above story, because I work for an AWP manufacturer and my comment comes from me personally and not my company.

It could have been that the operator was in fact wearing a fall arrest harness however you need at least 5.5 metres to safely deploy it to its full length without hitting the ground. A double decker bus is roughly 4.5 metres tall, and looking at the photos, I'd say that the platform height was around 3.5 metres on impact: Not enough distance to rely on a fall arrest lanyard.

The correct harness, if I'm accurate with the impact height, would have been a short lanyard, designed to prevent ejection at low heights. The operator should then switch over to a fall arrest lanyard at 5.5 metres above the surface below.

I often seen people working at 'low' heights with a fall arrest lanyard that is simply too long to save them in the event of a fall. This could be one such case. Of course, not withstanding all of the above, he clearly should not have been operating the platform over the road

Regards,

**Name withheld as requested**

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2014

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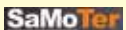
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## IPAF Summit 2014

Annual Summit for International Powered Access Federation  
March 26th, 2013, Windsor, UK  
Tel: +44 (0) 1539562444  
Fax: +44 (0) 1539564686  
Website: www.ipaf.org  
E-Mail: info@ipaf.org



## IPAF Asia Conference

IPAF's third Asia conference will focus on how to keep the use of aerial work platforms safe and productive.  
9th May 2014 Singapore  
Tel: +65 9686 4191  
www.ipaf.org/asiacommunication



## Vertikal Days 2014

UK/Ireland crane and access event  
May 14-15th 2014  
Haydock Park, UK  
Tel: +44 (0) 8448 155900  
Fax: +44 (0) 1295 768223  
www.vertikaldays.net



## Apex 2014

June 24th-26th, 2014  
Amsterdam, The Netherlands  
Tel: +31 (0)547 271 566  
www.apexshow.com



## Europlatform

European access conference  
September 25th 2014.  
Berlin.  
Tel: +44 (0) 15395 62444  
www.ipaf.org



## SAIE 2014

Bologna Fair, building products.  
October 2014,  
Bologna, Italy  
Tel: +39 051 282111  
www.bolognafiere.it



## Bauma China

November 25-28, 2014  
Bauma in Shanghai  
Shanghai, China  
Tel: +49(0)89 9 4920251  
www.bauma-china.com



## bC India

December 15-18, 2014  
The third bauma/Conexpo exhibition in India  
Delhi, India  
Tel: +49 89 949-20255  
www.bcindia.com



2015

## Intermat 2015

20-25th April 2015,  
Paris France  
Tel: +33 1 49685248  
www.intermat.fr



## ICUEE - The Demo Expo

October, 2015  
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## Bauma 2016

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301 PPM AIT 335	1997	4x4x4	27,40m + 15,00m
331 P&H S 35	1987	4x4x4	25,90m
351 PPM AIT 400-3	2002	4x4x4	30,40m + 15,00m
351 Terex AC 35	2006	4x4x4	30,40m + 15,00m
401 Demag AC 40-1 City	2000	6x4x6	31,20m + 13,00m
401 Liebherr LTM 1040-1	1999	6x4x6	30,00m + 14,50m
551 Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
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551 Krupp KMK 4055	1989	8x6x8	35,10m + 16,00m
551 Grove GMK 3055	2004	6x6x6	43,00m + 15,00m
701 Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
701 Faun ATF 70-4	1999	8x6x8	40,50m + 16,00m
801 Liebherr LTM 1080/1	2000	8x6x8	48,00m + 19,00m
801 Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
1001 Grove GMK 5100	2002	10x8x10	51,00m + 18,00m
1101 Tadano Faun ATF 110G-5	2008	10x8x8	52,00m + 16,20m
1201 Liebherr LTM 1120/1	1999	10x8x10	56,00m + 22,00m
1201 Liebherr LTM 1120/1	1999	10x6x10	56,00m + 28,00m
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1701 Demag TC 650	1981	10x4x6	72,00m/48,00m

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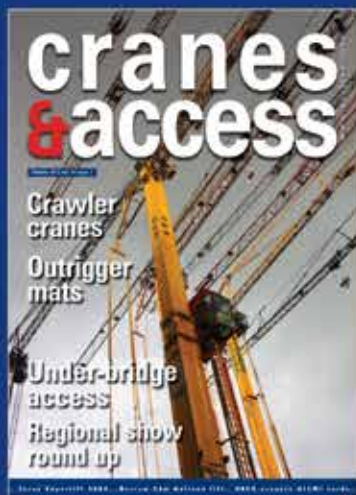
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Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
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Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
Kimberly Access	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
Lifterz	<a href="http://www.lifterz.co.uk">www.lifterz.co.uk</a>
Loxam Access	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>
Riwal	<a href="http://www.riwal.com">www.riwal.com</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.com">www.wilsonaccess.com</a>

## Notified Body

Powered Access Certification	<a href="http://www.pac.uk.com">www.pac.uk.com</a>
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## New & Used Platforms

IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fleisch	<a href="http://www.fleisch-arbeitsbuehnen.de">www.fleisch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>

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

## Special/Bespoke Access & Lifting Solutions

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

## Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special Lift & Transport Equipment

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

## Self-Propelled Modular Transporters

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

## Telescopic Handler Manufacturers

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

## New & Used Telehandlers

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

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

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

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

## Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagrupo.com">www.galiziagrupo.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</a>
JMG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>
Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>







V14953 - Snorkel S1930E - 2006  
Electric - 7.60 Mtr. - 342 Hrs.  
€ 3.250



V14355 - Haulotte Compact 8 - 2008  
Electric - 8.20 Mtr. - 154 Hrs.  
€ 5.250



V14957 - Snorkel S2646E - 2005  
Electric - 9.93 Mtr. - 337 Hrs.  
€ 3.750



V15129 - Genie GS2646 - 2009  
Electric - 9.92 Mtr. - 97 Hrs.  
€ 9.500



V15140 - JLG 4069LE - 2004  
Electric - 14.19 Mtr. - 703 Hrs.  
€ 9.500



V13446 - Haulotte C10DX - 2005  
Diesel 4x4 - 10.20 Mtr. - 2058 Hrs.  
€ 6.750



V14995 - Skyjack SJ7135 - 2002  
Diesel 4x4 - 12.50 Mtr. - 1996 Hrs.  
€ 5.500



V13641 - JLG 40RTS - 2000  
Diesel 4x4 - 14.04 Mtr. - 3870 Hrs.  
€ 6.500



V14983 - Genie GS4390RT - 2003  
Diesel 4x4 - 15.11 Mtr. - 1329 Hrs.  
€ 10.500



V14313 - Skyjack SJ9250 - 2007  
Diesel 4x4 - 17.20 Mtr. - 1237 Hrs.  
€ 16.500



V14986 - Grove Toucan 800A - 2002  
Electric - 8.20 Mtr. - 204 Hrs.  
€ 4.750



V15095 - JLG Toucan 861 - 2008  
Electric - 8.72 Mtr. - 385 Hrs.  
€ 9.500



V15116 - Genie Z34/22N - 1999  
Electric - 12.52 Mtr. - 1455 Hrs.  
€ 8.500



V15136 - Niftylift TD120TN - 2010  
Bi-fuel - 12.20 Mtr. - / Hrs.  
€ 18.500



V14325 - O&S Octopussy 1465 - 2006  
Bi-energy - 14 Mtr. - / Hrs.  
€ 13.500



V15092 - JLG 450AJ - 2008  
Diesel 4x4 - 15.72 Mtr. - 1392 Hrs.  
€ 23.500



V15019 - Genie Z45/25JRT - 2001  
Diesel 4x4 - 16 Mtr. - 3547 Hrs.  
€ 11.500



V14866 - Haulotte HA16PXNT - 2004  
Diesel 4x4x4 - 16 Mtr. - 3117 Hrs.  
€ 12.500



V15085 - Haulotte HA18PXNT - 2004  
Diesel 4x4x4 - 17.30 Mtr. - 3318 Hrs.  
€ 14.500



V15061 - JLG 800AJ - 2006  
Diesel 4x4 - 26.38 Mtr. - 3947 Hrs.  
€ 42.500



V12565 - Haulotte H14TX - 2002  
Diesel 4x4 - 14.07 Mtr. - 2405 Hrs.  
€ 6.950



V15088 - Genie S65 - 2000  
Diesel 4x4 - 21.80 Mtr. - 2775 Hrs.  
€ 14.500



V14976 - Aichi SR210 - 1999  
Diesel - 22.60 Mtr. - 4500 Hrs.  
€ 25.000



V14853 - JLG 860SJ - 2003  
Diesel 4x4 - 28.21 Mtr. - 5766 Hrs.  
€ 29.500



V13870 - JLG 1350SJ - 2004  
Diesel 4x4x4 - 43.15 Mtr. - 4870 Hrs.  
€ 67.500

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- Common components across model groups making replacing or repairing components easy and cost effective
- Replaceable modular platform railings and repairable fiberglass cowlings.
- No complicated and expensive computers or can-bus systems
- Robust steel construction

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