

cranes & access

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April/May 2014 Vol.16 issue 3

Trailer lifts
Tower cranes

Don Ahern
interview
Vertikal
Days guide

...Denka-Lift delivers....Wilbert rescued....H.A.B fails....A new Magni...



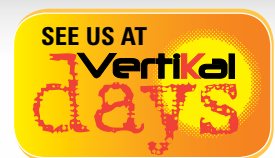
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On the cover:

Terex Cranes' new CTL 1600-66 at its launch in Italy earlier this month. With a load moment of 1,600 tonne metres the luffing jib crane is the largest of its type produced by the company.



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Tower cranes 17

After several years in the doldrums tower cranes are making a big comeback reflecting the growth in global economic confidence. This is particularly true in the UK where we interview David Lawrence, sales director of rental company HTC along with a round up of recent new product launches.

Trailer lifts 27

If there is a 'poor relation' product sector in powered access it must surely go to trailer lifts. Once they made up a substantial proportion of the European powered access fleet but for a variety of reasons all that has changed. Cranes & Access investigates....



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Vertikal Days 2014 is now just a couple of weeks away and promises to be the largest so far both in terms of the number and space taken by exhibitors. We include a full show preview guide with all the exhibitors, new products and essential show information.



Don Ahern

interview 65



Don Ahern has been in the rental business all his life, yet over the past three years or so has - for one reason

or another - hardly been out of the headlines with his companies Ahern Rentals and Xtreme Manufacturing. Mark Darwin finds out more in this extended interview.

IPAF summit 71

This year's IPAF Summit and awards dinner was held at the Beaumont Estate in Old Windsor, UK and attracted a record number of delegates. Here are the highlights.



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In the next C&A

The next issue of Cranes & Access scheduled for mid-June, will have a full review of the 8th Vertikal Days event at Haydock Park as well as features on All Terrain cranes, Spider lifts and a preview of the APEX show in Amsterdam. If you have any contributions or suggestions, please contact our editorial team.

On résiste à l'invasion des armées, on ne résiste pas l'invasion des idées
A stand can be made against invasion by an army, no stand can be made against
invasion by an idea

Victor Hugo - Histoire d'un crime 1851

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AWP versus Darwin Awards?

Whenever I talk to people about Cranes & Access and Vertikal.net, one section they have all seen and enjoy is the 'Death Wish' series. For those that are unaware, the reports deal with people who risk life and limb to work at height or on lifting operations. These are the sort of people who would probably qualify for a Darwin (no relation) Award - given to people who improve the human gene pool by accidentally removing themselves from it - by cutting corners and not using the proper equipment.

At the recent IPAF Summit, IPAF technical officer Chris Wraith asked the question 'how safe are aerial lifts?' - a question posed because of concern regarding IPAF's global accident statistics which show an increasing number of fatalities each quarter.

The concern was exasperated by the general media and even some construction related magazines which sensationalised the story, with no consideration of the facts (no change there then....) implying that the statistical increase related to an actual increase in fatalities caused by.....aerial lifts.

It should go without saying that until a reporting/measuring system has fully matured, the figures - while useful - are relatively meaningless. As input to the report becomes more widespread, the figures will undoubtedly rise further - but does that mean powered access deaths are on the increase or that platforms are unsafe?

Of course not, it just means that the method of collecting the statistics has improved. And given the growth of the accident recording project (currently expanding at 25 percent a year) the fatality numbers will continue to increase for several years to come as more companies input data. This information can be analysed however and used to further reduce the very small number of accidents and fatalities that occur while using aerial work platforms.

However, to prove his point on how safe powered access is, Chris proceeded to baffle delegates with various calculations that attempted to provide a direct comparison with the safety records of other equipment and sectors. It all sounded very grand and the end result was that powered access is significantly safer than say driving a car (what isn't?) and possibly safer than flying on a scheduled flight. QED.

Whatever the figures in deaths per thousand hours worked etc... if you want to see how unsafe it can be working at height, just take a look at the Death Wish reports on Vertikal.net and ask yourself which equipment would you rather use? It's a no-brainer - unless of course you are going for a Darwin Award.....

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 new senior management team (L-R) Tao Chen, Ethan Pan, director, chief executive Franz-Rudolf Wilbert with senior director Kushuan Yituo Wang and Günter Kronewitter

Wilbert rescued

German tower crane manufacturer Wilbert Turmkrane has been acquired by Chinese automotive sealing product manufacturer Nanyang Guoyo for an undisclosed sum and has been renamed Wilbert Tower Cranes.

Kushuam Wang becomes the company's new senior director, with Wilbert's former managing director and owner becoming chief executive after signing a new five year contract. All 66 Wilbert employees will retain their jobs and its headquarters will remain in Waldlaubersheim and Stomberg, Germany.

Huisman to build world's largest crane

Dutch-based heavy lift and offshore specialist Huisman has received a letter of intent for the construction of two 10,000 tonne cranes from offshore oil and gas installation specialist Heerema, for its semi-submersible vessel.

The cranes will be capable of lifting their maximum capacity at a radius of 48 metres and will also feature a 2,500 tonne auxiliary hoist and a whip hoist with a maximum reach of 155 metres. Manufactured at its production facility in Xiamen, China, the new cranes will be tub mounted with 30 metre diameter slew rings.



Huisman has received a letter of intent for the construction of two 10,000 tonne cranes

H.A.B enters administration

German scissor and boom lift manufacturer H.A.B. Service Center GmbH has appointed an insolvency administrator. The move comes two weeks after the company moved its registered office from Kronau to Celle and changed its managing director from Andreas Becker to Friedrich-Karl Weide.



King takes on Easy Lift

UK-based King Vehicle Engineering has taken over the Easy Lift spider lift distribution for the UK and Ireland.

Malcolm Kitt who owns Powerlift UK - the Easy Lift and Movex truck mounted distributor and producer of van mounted lifts - has been appointed Skyking regional sales manager. He will now wind down the Powerlift business to concentrate on his new role. King represents Palfinger Platforms and mounts and distributes GSR vehicle mounted lifts in the UK. King chief executive Mark Carrington said: "I have known Malcolm for many years and felt that he would be a great fit with the King team and our plans to introduce new products at the lower end of the height range, whilst also having a good understanding of our existing products from GSR and Palfinger."



Malcolm Kitt with a Skyking badged Easy Lift spider lift

Martina Moritsch to step down

Martina Moritsch is stepping down as managing director of Terex Tower Cranes and will leave the company at the end of May after 28 years. Moritsch is a member of the family that founded Comedil more than 50 years ago and Recom in 2003. Comedil was acquired by Terex in 1999 and it acquired full control of Recom, which built Terex luffing jib tower cranes, in 2012. The company was rebranded Terex Tower Cranes in the same year.



Martina Moritsch

Moritsch said: "It was an extremely difficult decision to leave a company that has been such a big part of my family and my life. However, with the tower crane market in recovery, I believe the time is right for me to step down, so a seamless transition in leadership can be made to ensure the continued success of Terex Tower Cranes."

Marco Gentilini, currently vice president of business integration will lead the tower crane business in addition to continuing with his current role.



Marco Gentilini

Terex Crane president Tim Ford added: "We sincerely thank Martina and the Moritsch family, for years of dedication to and leadership of Terex Tower Cranes. We are very sad to see her leave, as she is an important part of the Terex story. We respect her difficult decision to step down and wish her continued success in future endeavours."

Haulotte to update HA16 range

Haulotte is planning to launch completely updated versions of its 16 metre HA16 articulated boom lifts later this summer. The 46ft HA16 has been Haulotte's most popular boom lift almost since its launch. The company built three models, the slightly lower 45ft HA16X with no jib, the HA16PX and HA16SPX. The latter two units have been stretched to create the 51ft HA18PX and HA18SPX. Expect technology from the company's HT23RTJ telescopic that was launched last year. More details in the next issue.



The current Haulotte HA16SPX

Tadano acquires Cranes UK

Tadano completed the purchase of its UK distributor Cranes UK earlier this month transferring ownership from Joe and Fransie Lyon to Tadano Faun GmbH, at the same time it changed the name to Tadano UK. The company will have four directors, Andrew Plant and Brian Crisp based in the UK, along with Germany based Thomas Schramm, general manager sales & marketing at Tadano Faun and Stephanie Müller who joined Tadano-Faun as chief financial officer last November.

All four were present to sign the official ownership transfer together with Tadano Faun chief executive Alexander Knecht and vice president Satoru Oyashiki. Lyon, 67, founded Cranes UK in late 2001 building the business up to a point where it now has a share of the All Terrain market in excess of 25 percent. Tadano confirmed that no changes in strategy, staff or policy were planned for the UK business.

The deal is concluded - Alexander Knecht of Tadano and Joe Lyon of Cranes UK



Fransie and Joe Lyon before the change over



The new team (L-R) Satoru Oyashiki, Stephanie Müller, Thomas Schramm, Brian Crisp, Andrew Plant and Alexander Knecht

Denka deliveries flow again

Denka, the Danish trailer and auditorium lift manufacturer rescued by German-based Rothlehner is back in production at the company's German facility some two years since the manufacturer first filed for bankruptcy. Production is now being ramped up as order intake starts to grow and deliveries of new Denka trailer lifts commence.

"The operations are returning to normal and we see that our performance from month to month is growing," said chief executive Manfred Rothlehner. "Manufacturing the standard trailer equipment such as Junior 12, DK18, DL18, DL21 and MK25 is already underway and the first narrow DL22N and DL28N trailers are also in progress. At the end of the year the big DL25 and DL30 will be produced."

Manfred Rothlehner (L) hands over the first Rothlehner produced Denka Junior to Björn Carlsson of Carlsson & Co, Sweden.



Effer launches five new models

Effer is launching five new loader cranes, while ending production of the Effer 440, 470 and 850 models. It has also re-organised its crane line into different families according to lift capacity and control systems. The main groups are now called 'Progress' fitted with the DMU 3000 Plus load control system, while 'H' versions - without load control devices - will be sold in emerging markets.



Effer has added new loader cranes and reorganised its ranges

New models include the 50 tonne/metre Effer 505 and 40 tonne/metre 455 fitted with the DMU 3000 Plus electronic load and ESS stability control devices. Effer has also updated its 80/90 tonne metre, 34 metre reach 850 model, launched 12 years ago, with the DMU 3000 Plus and ESS systems. One of its most popular models - the 305 - is now equipped with the DMU 3000 Plus and becomes the 315 Progress. Also upgraded are the 225 and the 255 and the 655. All Progress cranes are available with optional proportional control stabilisers.

JLG ships first 1850SJs

The first production units of JLG's new 185ft 1850SJ boom lift have shipped from the company's McConnellsburg facility.

The shipments have begun barely four weeks after its official launch at Conexpo, although the unit has been in development for some time and was shown to journalists in early February. JLG declined to comment on which companies have received the first shipments, but Jerry Reinhart's Skyworks of Buffalo, New York claims to have received one already. Skyworks enjoys taking notable units, it purchased JLG's 100,000th boom lift in a charity auction back in 2007.



The first production unit of the JLG 1850SJ boom lift leaves the JLG plant

10 VPC Manitowocs for ALL

ALL Erection & Crane Rental has purchased 10 of Manitowoc's new MLC300 crawler cranes featuring the company's Variable Position Counterweight (VPC) technology. Launched at Conexpo along with the 650 tonne MLC650, the MLC300 features a 96 metre boom, an optional 30 metre fixed jib attachment and a 96 metre luffing jib which extends the system length to 144 metres. The revolutionary VPC system automatically positions the counterweight in the optimum position for the required lift, while maintaining overall weight balance over the centre of the tracks.

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See page 38 for companies who made that decision

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Sennebogen moves UK crane distribution

Sennebogen has appointed AGD Equipment as distributor for its full range of construction cranes in the UK & Ireland.

Stratford-on-Avon based AGD will also provide parts and service for new and existing Sennebogen customers and says it will be investing in machines for its rental fleet. The current distributor E.H. Hassell will now focus its efforts on Sennebogen's material handling equipment and harbour cranes. Sennebogen construction cranes range from eight to 300 tonnes. AGD will continue to represent Marchetti telescopic crawler cranes in the UK & Ireland.



A 90 tonne Sennebogen HD crawler 690

Geda transport platforms for Ramirent as regs change

Ramirent Finland has taken delivery of 45 Geda transport platforms after the Department of Occupational Safety and Health officially authorised the use of transport platforms on construction sites in Finland. Prior to the change regulations had prevented the use of transport platforms for moving people on building sites. The order consists of 25 Geda 300 Z/ZPs and 20 500 Z/ZPs.



Ramirent has taken delivery of 20 Geda 500 Z/ZPs transport platforms

LUXcranes luffer delivered

The first LUXcranes MTL220-10 hydraulic luffing jib tower crane from MTL Cranes is now working in London. The largest in a range of four cranes, the MTL220-10 has a maximum capacity of 10 tonnes and a 55 metre jib with which it can handle 3.1 tonnes at maximum radius. Other models include the MTL100-6, the MTL120-6 and MTL170-8.

All motions on all models use stepless frequency controls, with low ampage draw and canbus electrical systems built into the switchgear cabinet. One of the key features of these new cranes is their small out of service radius

- 9.6 metres for all models - although when in service this reduces to two metres. The MTL cranes have been designed from the start to handle higher wind speeds than the regulations require (161kph/100mph). Maximum free standing heights range from 39 metres on the 100-6 to 54 metres on the 220-10, dependant on tower and base used.

LUXcranes/MTI pioneered hydraulic luffing tower cranes, as distributor for Jost hydraulic tower cranes in the UK and elsewhere. Having designed its own flat top cranes a few years ago, it decided to introduce its own hydraulic crane, in order to have full control of the design, development and product support.

The first LUXcranes MTL 220-10 at work on a site on London



MBO at Scholpp

Martin Scholpp has purchased the German crane and transport division of the Scholpp group, returning it to family ownership. The move comes a year after German private equity firm Odewald & Compagnie took a 49 percent stake in the Stuttgart-based international lifting group. Scholpp ended his operational duties at the group at the end of March, although he retains a stake in the business.



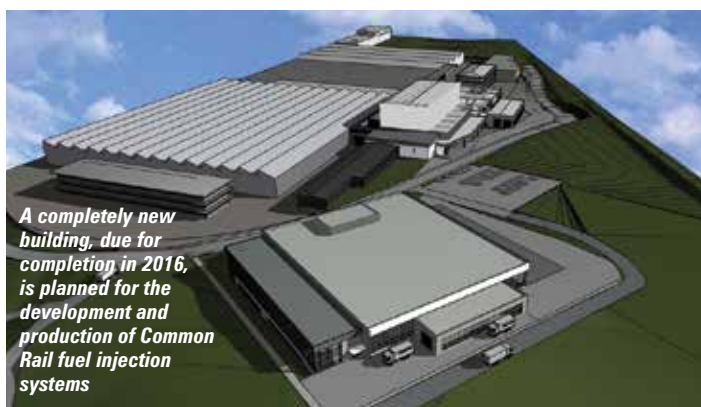
Martin Scholpp

The new company has a fleet of 30 All Terrain cranes and 80 employees.

Scholpp Crane & Transport will continue to work closely with the Scholpp group and share premises in Stuttgart, Karlsruhe, Heilbronn. No details of the transaction or its effect on the shareholders stakes in the group have been released.



Scholpp's new Terex AC500-2



A completely new building, due for completion in 2016, is planned for the development and production of Common Rail fuel injection systems

Big investment in Switzerland

Liebherr will invest CHF200 million (€164 million) over the next six years, to expand its diesel engine/fuel injection plant in Bulle in the Swiss canton of Fribourg, adding 9,000 square metres of space. Liebherr Machines Bulle develops and produces diesel and gas engines, fuel injection systems, hydraulic components and splitter boxes used in its own equipment and for sale to others.

Liebherr adds 53K

Liebherr has unveiled its new 53K self-erecting tower crane. The new 50 tonne/metre K series crane fills the gap between the 42K.1 and the 65K and is said to offer an improved erection system, more power and safety features.

The 53K has a maximum capacity of 4.2 tonnes and a hook height, with horizontal jib of between 15.8 and 31 metres. The telescopic lattice tower features a rapid climbing system, allowing up to three additional sections to be added. The hook height can be increased to 43.1 metres when the jib is luffed to 20 degrees above horizontal. Maximum radius is 40 metres, at which the crane can lift up to 1,100 kg. See the new crane at Vertikal Days.

The new Liebherr 53K



Crane operator fined

The operator of the crane that overturned in Neuenstadt am Kocher, Germany last June, while lifting people - injuring 16 - has been fined. The four axle Tadano All Terrain - owned and operated by crane rental company Scholpp - was lifting a purpose-built enclosed viewing cabin at a school fate when it overturned injuring the five children and eight adults on board. Three others were also injured in the incident.

The District Court in Heilbronn found the 48 year old operator guilty of Negligent Injury and fined him €2,700 after an investigation discovered that the crane had been programmed incorrectly and that not enough counterweight had been installed for the load chart selected. The incorrect programming then permitted him to take the load out to a greater radius than was planned.



The crane simply overturned after lifting to a greater radius than the installed counterweight allowed



The boom landing on a nearby roof may have saved several lives

First Liebherrs for King

UK crane rental company King Lifting has taken delivery of two new Liebherr LTM1060-3.1 All Terrain cranes - the first two Liebherr cranes to enter its Terex dominated fleet. The 60 tonne three axle cranes have 48 metre main booms, 16 metre swingaway extensions, all wheel drive and steer and a flexible counterweight configuration system.

Director Tristan King said: "The engineering and build quality of the Liebherr products is something that has continually impressed us. In fact we have been so pleased with the operation of these two cranes that we have placed an order for three more."

Richard Everist, managing director of Liebherr Great Britain/Ireland added: "These two LTM 1060 3.1 will soon be followed by an LTM1300 which they have on order. I wish King Lifting every success as they grow their business."



Richard Everist (L) of Liebherr with Tristan King (R) of King Lifting

H.E orders 250 telehandlers

UK rental company H.E Services has ordered 250 Manitou telehandlers from the manufacturer's dealer, Gosrose Construction in an order worth £10 million. The order consists of a large number of nine metre MT932s, 13 metre MT1335s, 18 metre MT1840s and six metre MT625T compact telehandlers.

H.E managing director Peter Durey said: "The purchase of the new Manitou machines underlines our strategy of having the most up-to-date fleet in the UK, comprising the most advanced and productive machines on the market. We have enjoyed an excellent relationship with Gosrose Construction over the years and had no hesitation in increasing the number of Manitou telehandlers in our fleet."

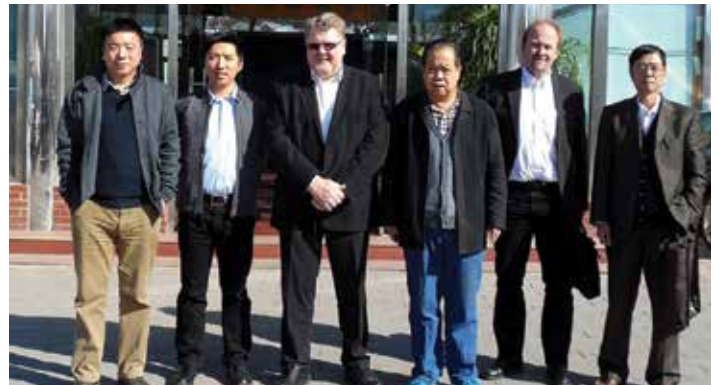
H.E Services has ordered 250 Manitou telehandlers in an order worth £10 million



Time expands in China

Time Versalift is expanding its presence in China through its existing distributor Beijing-based Doubletree Systems, which has signed contracts with two new assembly plants in Beijing and Nanjing. The new contracts are intended to help Doubletree cope with increased demand for Versalift platforms in the local market. Time export manager Per Torp and sales manager for Asian markets Torben Pedersen visited the new partners - Nanjing Aerosun and Beijing Beiling Special Automobile - to inspect the assembly and mounting for their first Versalift platforms.

"The new partnership will allow us to export more platforms to China and give the Versalift brand a stronger geographical presence, particularly in the southern and central parts of China," said Torp.



Per Torp (centre) and Torben Pedersen of Time Versalift with new partner firm Beijing Beiling Special Automobile.

MCS has helped Fork Rent increase automation and efficiency

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

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Terex launches biggest luffer

Terex Cranes unveiled its largest luffing tower crane to date, the 1,600 tonne/metre, 66 tonne maximum capacity CTL 1600-66 - at a customer event held at its test facility near Fontanafredda in Italy.

The crane is almost 50 percent larger than its previous range topper - the 45 tonne CTL 650F-45 - and can lift 16 tonnes at its 75 metre maximum jib tip. Terex's dealer in the UK - Select Plant - has ordered the first two production cranes which are thought to be heading for contracts in the Manchester and London areas.

The new luffer uses the new HD33 tower system which consists of six metre by 3.3 metre sections with pre-assembled ladder, tower platform and a new connection system. Terex engineers said the tower would also be suitable for a larger luffer model up to 2,000 tonne/metres should demand for such cranes exist.



The CTL1600-66 can lift 16 tonnes at the end of its 75 metre jib

For more information see the Tower Crane feature on page 22.



The new HD33 tower system uses six metre by 3.3 metre sections

New lightweight van mounts

Time International claims it has developed the world's lightest series of van mounted platforms. The Light Duty series consist of the 9.2 metre ETL-26-115 and 10.5 metre ETL-30-130-F - the latter features

a 90 degree articulated jib, A-frame outriggers and dual joystick controls. Weighing less than 3,000kg the low weight has been achieved through a combination of innovations and by using a shorter, lower Mercedes Sprinter van with a wheelbase of just 3,250mm.

Time International chief executive Per Torp, said: "Previously, technicians were restricted with a 3.5 tonne van mounted access platform because the weight quickly approached or even exceeded the 3.5 tonne mark as fuel, people, equipment and cargo essential to everyday use was loading onto the vehicle. That is not an issue in the new Light Duty series."

The new Versalift Light Duty ETL-26-115 from Time International



A new Magni

Magni Telehandlers has introduced a new 360 degree 5,000kg/23 metre RTH 5.23 Smart telehandler joining the nine model range launched at Bauma last year. The Smart version is mounted on a smaller chassis than the original RTH 5.23 and is equipped with pivot type outriggers, rather than the beam and jack of the regular models, for speed and simplicity.

Magni claims a similar load chart to competitive 25 metre models, but with a substantially lower price due to its lower height. Most of the other Magni features such as the pressurised full visibility air conditioned cab, 100 percent air filtration and interactive touch screen interface with integrated diagnostics and telematics are included as well as the choice of JCB or Mercedes power units.



The Magni RTH 5.23 Smart

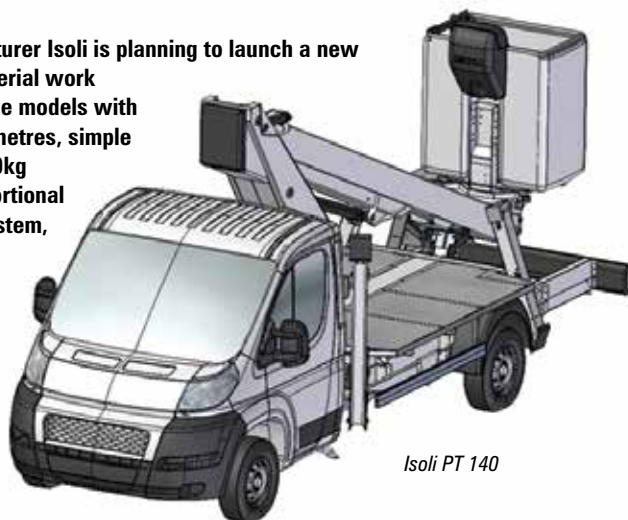
New telescopic from Isoli

c&a

news

Italian truck mounted lift manufacturer Isoli is planning to launch a new range of 3.5 tonne PT telescopic aerial work platforms. The new line will include models with working heights of 14, 16 and 20 metres, simple controls, compact dimensions, 250kg platform capacity and a fully proportional automatic overload and control system, which adapts to a wide variety of stabiliser set-ups and working envelopes.

The entry level model is a very simple 14 metre PT 140 with a two section boom and 8.7 metres of outreach with a completely unrestricted 250kg platform capacity.



Isoli PT 140

Wireco acquires Endenburg

US wire rope specialist WireCo has acquired the assets of Dutch wire rope, chain and lifting gear distributor Endenburg. As part of the deal, WireCo will establish its own crane rope distribution centre at Endenburg's current Gouda location - rebranding it as the WireCo Crane Centre - and has appointed Marc Altena as general manager.

The centre will exclusively supply WireCo's distribution partners and select OEM's, focusing on Casar and Oliveira ropes. WireCo's German fabrication and distribution centre is unaffected by the acquisition.

WireCo senior vice president Blake Chandler said: "The new distribution centre in Gouda will allow us to adjust to changing markets by reducing order to shipment turnaround time."



WireCo
WorldGroup



PNT 205 NLX Truck mounted platform

Max working height 20.1m

Maximum outreach 9.5m

230kg Platform capacity

H Type outriggers front and rear

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Financials round-up

First quarter results and preliminary revenue reports have been coming in thick and fast while a few stragglers posted their final 2013 numbers. The following is a brief review of the latest financial reports.

Upbeat United triples profits

US-based United Rentals got off to a strong start to the year with a seven percent rise in first quarter revenues to \$1.18 billion, while more than tripling pre-tax profits from \$30 million in 2013 to \$94 million this year. Rental revenue growth was even more impressive up 9.7 percent to just over \$1 billion as physical utilisation improved a half point to 64.6 percent, which the company says keeps it on target for its full year plan of 68.5 percent.



Strong start for Lavendon

Powered access rental group Lavendon posted a strong first quarter with rental rates up eight percent and revenues up 10 percent. The strongest growth came from the UK, France and the Middle East, with revenue growth of 10, nine and 13 percent respectively. Belgium edged up four percent, while Germany slipped back three percent, with higher utilisation, but lower rates. Net debt increased from £97 million at the end of 2013 to £108 million at the end March as new equipment was added to the fleet.



Titan to restructure after profit slump

US-based equipment distributor Titan Machinery has published its 2013 results and announced location closures and layoffs after pre-tax profits dived by more than 70 percent from \$70.7 million to \$18.43 million. Total revenue for the year was \$2.23 billion, slightly higher than in 2012, with increases in replacement parts sales, service and rental, offset my slower sales of new equipment. Headcount in its construction division will be reduced by almost 12 percent through the closure of seven locations.



Profits slide at Strongco

Despite total revenues up five percent to \$485.7 million Canadian distribution and rental group Strongco saw pre-tax profits slump from \$9.7 million in 2012 to \$3.7 million in 2013 due to higher interest charges and "investments made to drive future growth in the business". Fourth quarter revenues marginally improved to \$116.4 million, while 2012's pre-tax profit of \$847,000 turned into a loss of \$229,000 in 2013.



Steady progress at Wacker Neuson

Austrian compact equipment and telehandler producer Wacker Neuson saw revenues for 2013 increase six percent to €1.16 billion in both Europe, which still represents 71 percent of sales, and the rest of the world. Pre-tax profits for the period improved 13 percent to €88 million. In the fourth quarter, the revenue trend continued with sales up six percent to €297 million, while pre-tax profits almost doubled to €26.6 million.



Haulotte up 16%

Haulotte announced first quarter revenues of €89.3 million up 16 percent compared to 2013. New machine sales grew 15 percent, service 26 percent and its residual rental business six percent. The strong improvement came from a 40 percent jump in North America, 30 percent in Asia Pacific and 17 percent in Europe, although this was offset by an 18 percent fall in South America, partly due to high first quarter sales last year. Based on the solid start to the year Haulotte is confident in maintaining its earlier forecast of exceeding 10 percent growth for the full year.



Mills to raise \$88 million

Brazilian rental and scaffold contractor Mills is planning to issue up to R200 million (\$88 million) worth of unsecured, non-convertible debentures with a five-year term for public distribution/sale. The funds raised will be used to refinance the company's debt, purchase more rental equipment and for general corporate expenses.



ALE acquires ECR Group

Heavy transportation and lifting company ALE has acquired a majority holding in the ECR group of Gladstone, Australia. The move follows the success of the joint venture 'ALE ECR Heavylift' formed in August 2012. ALE said that the acquisition will provide it with a competitive edge and allow further investment in the business, as well as providing a wider and more integrated service from its smaller scale cranes through to its largest crane, as well as its specialist transportation equipment.



Telehandlers and access up 17% at Manitou

Manitou has reported a seven percent rise in first quarter revenues, to €291.3 million. The higher sales were led by the Rough Terrain Handling division, largely European produced telehandlers and aerial lifts, where revenues increased 17 percent to €200.9 million. Gehl declined seven percent to just over €60 million, due to high first quarter shipments in 2013. The industrial division slipped 14 percent to €30.1 million. The backlog/order book increased 12 percent to 8,700 units.

All of the growth came from Europe, with Northern Europe up 29 percent and Southern Europe, which includes France, improving seven percent.



MEC adds hybrids



The MEC Hybrid system for its 4x4 electric drive scissor lifts

MEC has announced a range of hybrid - diesel/electric - power packs for its compact Rough Terrain scissor lifts and Speed Levels.

The company introduced a hybrid system on its Crossover Electric 4wd Series in December 2012 and has now carried the option over to all of its electric powered 4x4 scissor lifts, including the 32ft 3259ERT Crossover, 26ft 2684ERT Speed Level, 30ft 3084ERT Speed Level and 4069ERT Crossover models. The option utilises an on-board Smart generator with three different modes - automatic, manual and manual self-charging - for complete battery re-charging without a need for mains power.

Special Valla for Hird

Italian crane manufacturer Valla has supplied the UK's Hird group with a special version of the 18 tonne Valla 180E. The 180ES features a new fully hydraulic telescopic 13 metre boom, which can be extended to 16 metres with a hydraulic jib that luffs to 40 degrees. Maximum radius with main boom is 10 metres, at which point it is capable of lifting 1,500kg.

Valla Cranes has supplied the Hird Group with a special version of the 18 tonne capacity Valla 180ES.



50 Grove RTs for Chunjo

Chunjo Construction of South Korea has ordered 50 Grove RT770E Rough Terrain cranes following its launch at Conexpo. Seven units are scheduled for delivery later this month, with the remaining 43 units arriving over the course of the year. The 65 tonne RT770E features a five section, 42 metre full power main boom, which can be extended with a 10.1 to 17.1 metre bi-fold swingaway extension.



(L-R) Dave Hull and Larry Weyers of Maniowoc with Jang Hwan Chang of Chunjo Construction and JS Park and John Stewart of Maniowoc at Conexpo.

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- Life-long crane man **Mel Sachett** of Technical Lifting Solutions in the UK has died suddenly from a heart attack, he was 67.



Mel Sachett

- MEC** has confirmed **All Access 24** of Stockholm as its distributor for Sweden and Denmark.
- A new company has registered in the UK - **Summit Platforms** - with Grant Woodward as sole director.
- UK rental company **Berry Cranes** has taken delivery of a four axle **Grove GMK4100L**.
- UK-based **ABA Crane Hire** has taken delivery of a **Böcker AK44-4000** truck mounted crane.
- Roland Sundén**, 61, has been appointed president of **Hiab**.
- Able Equipment** of Long Island, New York has opened a third location in the Philadelphia area.
- Cramo** has acquired **C/S RaumCenter** in Germany.
- Singapore-based **Moh Seng Cranes** has taken delivery of the first **Liebherr LTM 1750-9.1** in South East Asia.



Roland Sundén

- German access company **Schöttker** has taken delivery of four **CTE ZED 20.2 HV** truck mounted lifts.
- Sarens** has appointed **An Steylemans** as group communication manager.
- Spider** suspended platforms has appointed **Greg Parker** as district sales representative.
- Malina Crane Hire** has taken delivery of the first **Terex Explorer 5800** in the Czech Republic.



An Steylemans

- Babcock South Africa** has added nine new **Tadano** cranes to its rental fleet.
- Northern Stevedoring Services** has ordered a **Liebherr LHM 420** mobile harbour crane.
- Erik Høi**, senior vice president of **Ramirent Denmark** has left the company.
- Tagattach** has appointed **Brasco Safety** of Alberta, as distributor for Canada.



Erik Høi

- Kosran** is seeking an investor for its new access control technology.
- Cramo** has acquired Finnish compact earthmoving rental company **OptiRent**.
- Hewden** has taken delivery of 14 **Tadano All Terrain** cranes in a deal worth £9 million.
- Konecranes** has launched a new rubber-tyred gantry crane, the **Boxhunter**.
- Aerial lift veteran **Russ Guthery** - **Mark Industries**, **Weber** (Bandit scissors) and **Condor/Calaver** - has died aged 73.
- US crane company **Stephenson** has ordered a **Potain Igo T130** self-erector.
- Dutch-based **Pol Hoogwerkers** and **Lumar** have taken delivery of **CMC PLA 250** truck mounted lifts.
- Terex Port Solutions** has launched its first mobile harbour crane - the **Quaymate M50**.
- Leo 'Manne' **Terquijeff** of **Merlo** distributor **Rotator** is driving a telehandler from Italy to Finland.



Russ Guthery

- Ainscough** has appointed **Leigh Webb** as sales director.
- US-based **Dueco** has appointed **Michael Johnson** as operations manager.



Leigh Webb

- Terex Cranes** is opening a support base in Singapore headed by **Bradley Abrahams**.



Bradley Abrahams

- APS**, the **Isoli** distributor for the UK, has delivered two **Isoli** truck mounted lifts to end user buyers.
- CLE** has signed a new distribution contract with **JMG Cranes** for the UAE and UK.
- Dutch access rental company **Arentis** has taken delivery of three new **CMC** spider lifts.
- Ernie Duncan**, founder of Californian aerial lift rental company **ADCO** has died aged 84.
- Forged **PAL** cards were spotted for sale by a street trader in **Bangkok**, Thailand.
- Duke Aerial Lift Equipment** of Atlantic, Iowa, has opened a branch in **Davenport, Iowa**.



Ernie Duncan

- Access rental company **Tayeou** has become **IPAF's** first member in Taiwan.
- Genie** has appointed **Lee Vickers** as product safety & compliance manager European region.
- A **GSL** scissor lift from 1998 collapsed in Germany seriously injuring a man.
- Cattaneo** has received an order for 40 self-erecting tower cranes from German distributor **BKL**.



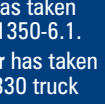
Lee Vickers

- UK-based **1 Up Access** has taken delivery of a 20 metre **RAM Gemini 20.35 PTJ** truck mounted lift.
- Penz Crane** has appointed **Jason Lowthorpe** as UK/Ireland area manager.
- OSHA** is to issue a final rule to raise standards on electric transmission work.
- Nationwide Platforms** has appointed **Jeremy Jowett** as sales & marketing director.



Jeremy Jowett

- US-based **Wagstaff** has taken delivery of a 300 tonne **Grove GMK6300L**.
- HSS Hire** has acquired Scottish generator company **Apex Generators** from **Nevis Capital**.
- German crane company **Hüffermann** has taken delivery of a 350 tonne **Liebherr LTM 1350-6.1**.
- German access company **Roggermaier** has taken delivery of four 33 metre **Ruthmann T330** truck mounted lifts.



Jeremy Jowett

- US-based **Maxim Crane Works** has taken delivery of 30 new **RT Cranes**.
- Effer** has appointed **Al Mahroos** as its new dealer in the Middle East.
- US-based crane manufacturer **Broderson** has appointed **Ed Kocsis** as manager of major accounts.
- German heavy lift company **Megalift** has taken delivery of a 750 tonne **Liebherr LTM 1750-9.1**.



Ed Kocsis

- US-based **Amquip** has ordered 25 **Terex** cranes - 24 **RT555-1 RTs** and a **Superlift 3800** crawler.
- Pakistan Petroleum** has taken delivery of a **Sennebogen HPC 40** truck mounted crane.
- New Zealand's **Daniel Smith Industries** has taken delivery of a **Maeda LC785M-8** mini crane.
- UK **Apollo Cradles** has launched the **FallArrescue** fall arrestor.
- Skyjack** has appointed **Andreas Stumpf** as sales manager for Germany and Austria.



Andreas Stumpf

- New Zealand's **Hirepool** has appointed **Brian Stephen** as chief executive, replacing **Mike Foureur**.

- IPAF** has appointed **Evelyn Low** as regional manager South East Asia.
- UK-based **Mr Plant Hire** is adding **Genie**, **Niftylift** and **JLG** booms and scissors to its fleet.
- US-based **Empire Crane** has taken delivery of a **Shuttlelift CD5520** carry-deck crane.
- Germany's **Wiesbauer** has taken delivery of a 65 tonne **Tadano HK65** truck mounted crane.



Evelyn Low

- Kimberly Group** has renewed its banking facility with **RBS** for a further five years.
- Julian Wagner** CEO of fire platform manufacturer **Rosenbauer** for more than 30 years, has died, age 63.
- LiftSmart** material lifts has appointed **Etramo** as its distributor in Europe.
- Christian Regber** has taken delivery of the first 20 metre **Multitel MJ 201** in Austria.



Julian Wagner

- Mammoet** has supplied its new **MTC-15** terminal crane to the port of **Güiria**, Venezuela.
- US-based **Coast Crane** has ordered 12 **Tadano** cranes, including two 145 tonne **GR-1600XL**.
- Terex Utilities** and **Fassi** distributor **Dueco** has appointed **Karen Hanson** as accounting supervisor.
- US-based **Acme Lift** has appointed **Roger Slagle** as chief financial officer.



Roger Slagle

- Palfinger Platforms** has expanded its service/support network in Germany and Austria.
- Haulotte** is building a new larger sales and service facility in Germany.
- Advanced Access Platforms** has ordered 16 **Niftylifts**, 23 **Skyjacks** and 10 **Custom Hybrid lifts**.
- The 1,001st **Potain** crane built in **Pune, India** has shipped to local company **Sai Infraequipments**.

- Australian **Summit Tower Hire** has branded two new 46 metre **Bronto Skylifts** for charities.
- German crane company **Gertzen** has taken delivery of a 750 tonne **Liebherr LTM 1750-9.1**.
- Ireland-based **Crane Hire Ltd** has purchased a 750 tonne **Liebherr LTM 1750 9.1**.
- Philippines-based **ThermaPrime** has taken delivery of eight new **Tadano** cranes.
- Former **EPL Skylift** sales director **Gary Brady** has set up **Furniture Hoists**, sales and rental in the UK.

- John Wheeldon**, one of the first people recruited by **Joseph Cyril Bamford** at **JCB**, has died aged 87.
- Essex Rental** has promoted its COO **Nick Matthews** to chief executive, replacing **Ron Schad**.
- UK-based **Clements Plant & Tool Hire** has taken delivery of two new **Niftylift 'N'** boom lifts.



Nick Matthews

- UK-based **Mainline Access** has added four **Genie Z135/70** boom lifts to its fleet.
- Hose replacement specialist **Pirtek** has opened a service centre in Austria.
- UK-based **PSS Hire**, now part of **Ashtead**, has appointed **Mark Hamilton** as its new director.
- Rob McCarthy**, sales manager **Victoria for Bullivants**, has passed away.



Rob McCarthy

- Ramirent** director and ex **Lavendon** chief executive **Kevin Appleton** has joined UK-based **Horizon Platforms** as chairman.

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After several years in the doldrums, tower cranes are making a big comeback reflecting the growing economic confidence. This is particularly true in the UK where business is booming and for one company in particular - HTC Plant - certain cranes are in short supply and utilisation rates are high as sales director David Lawrence explains.

The UK market for tower cranes is unusual in that the vast majority of the cranes in use are rental machines, with the main rental companies - some of which are owned by contractors - also being manufacturer's agents/dealers. Sheffield-based HTC is the UK dealer for Wolffkran.

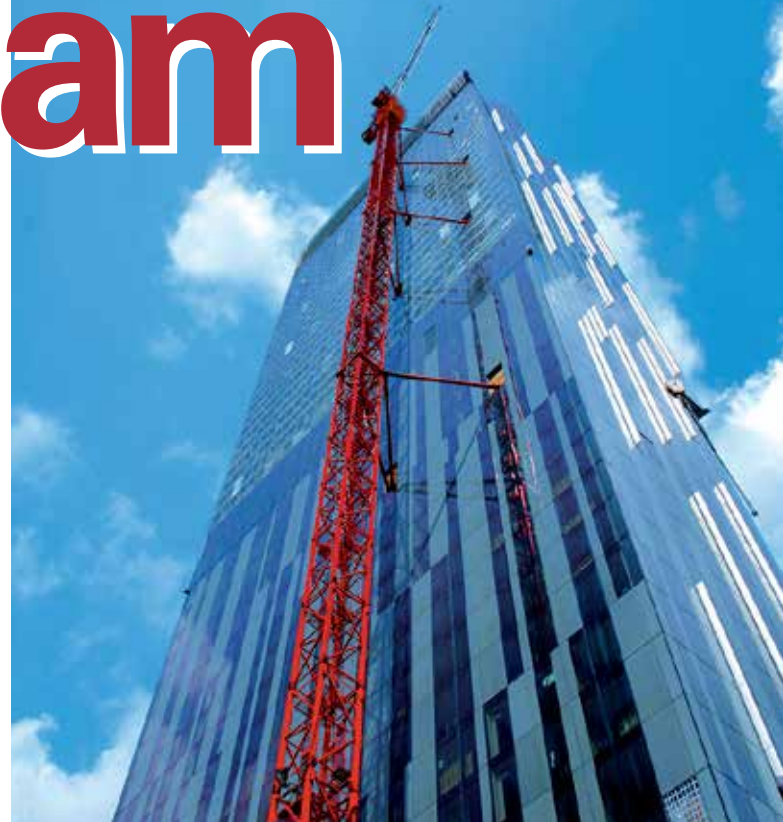
"Work is absolutely manic at the moment," says Lawrence, "we are running at a high utilisation - up above the 80 percent level which in reality is a sensible maximum, given the time required to turnaround and service the cranes properly. To satisfy demand we are bringing in cranes from all over the world. Not so long ago it was totally the opposite, with a yard-full of cranes and no work."

"Business started to pick up about 18 months ago but then eased off, with many anticipating another false start, however it came back and has been steadily rising ever since. We are taking orders for 2015 and



beyond and are warning customers to let us know of future work now because on certain types of cranes we have no availability until the end of the year. Considering the recent history that is unbelievable," he says.

This demand is a result of the improving economic climate in the UK and the amount of new contracts starting - most of which are in London and the South East, but the pick-up is also starting to move north, with work in Manchester,



Liverpool, Leeds. "Northern cities are starting to buzz again," adds Lawrence.

Because HTC only supplies the larger luffing and saddle jib tower cranes used by major contractors, it may be slightly busier than some other tower crane rental companies, but Lawrence believes that demand is increasing for all types of tower cranes in the UK, with growth likely to continue.

"Supplying luffing jib cranes is a big problem at the moment. These are popular in the UK due to the issue of breaching over-sailing rights, and therefore they are particularly popular in the London area, but we are now also having problems sourcing saddle jib cranes as well."

HTC tends to work for the major contractors working on larger projects - including Mace, Lend Lease and BAM etc - and currently has a fleet of 246 cranes made up of saddle and luffing jib cranes.

The company has added numerous new cranes to the fleet over the past few years mostly luffers including 15, 166Bs, 244Bs and 355Bs which are all out on hire. "We also invested a lot of money in Costain's London Bridge project with a 355B and a 700B currently on site and a further two 700Bs on order. With each 700B costing around £1.2 million it is a significant investment. The contractor is very

happy with the cranes and the contract is going well for us."

Wolff entered the hydraulic luffer market in 2012, with the 166B which according to HTC is proving very popular. "Wolff designed the 166B hydraulic luffer specifically for the UK market because it can be parked at a much steeper angle than regular luffers, reducing the out of service radius. It is a very strong crane compared to other hydraulic luffing tower cranes. We have sold one to London-based City Lifting. The UK is one of the largest tower crane rental markets in the world,



HTC currently has a fleet of 246 cranes made up saddle jibs and luffers.



Working on the Café Royal contract in London



Wolff W180B

A little background on HTC

HTC was formed in late 2002 when P C Harrington Holdings acquired the tower crane division and staff of Hewden Stuart. The sale came two years after one of Hewden's tower cranes collapsed at Canary Wharf, killing three employees. The high profile incident dragged on for more than eight years, but all liability remained with Hewden. As part of the acquisition, Harrington retained the distribution of Wolffkran in the UK and Ireland.

In 2009 HTC Plant acquired the 300 strong hoist division of Hewden Stuart - the largest hoist fleet in the UK (all Alimak) as well as all 75 staff and the dedicated locations of Glasgow, Leeds and Chawston (St Neots). In August 2013 it added Kier Plant's 39 strong tower crane fleet as well as some crawler and Rough Terrain cranes. Its Sheffield HQ was expanded in 2009 with a further eight acres to allow for continued expansion. In the same year it purchased new depots for its St Neots and Glasgow based hoist operations, with improved facilities and purpose-built workshop.

and retailing a new crane is quite rare. I am surprised that smaller builders do not buy their own tower cranes. In continental Europe the self-erectors and small city cranes are regularly used on single home developments."

Expanding the HTC fleet?

"The HTC fleet has grown over the last year and includes the purchase of 39 tower cranes from Kier last August, together with four crawlers and four RTs," says Lawrence. "It is a varied fleet and includes



Erecting a 700B luffing jib crane

equal numbers of Liebherrs and Potains. All are relatively new but by

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Battersea Reach Development

reating the Kier engineers looking after the non-Wolff cranes is not a problem. We don't want to expand the fleet too much - between 230 and 250 cranes is about the right number - but we are looking at changing the mix to suit the work load. We do not do much with



house builders so the smaller saddle jib cranes are underutilised, so we will sell off the smaller cranes and replace with larger saddle jibs or luffers."

Wolffkran recently launched a new six tonne flat top 5014 City crane which can handle 1.4 tonnes at its 50 metre jib tip, and when erected on its TFS15 tower it offers free-standing hook heights of up to 43.5 metres. Depending on the requirements the 5014 can be operated from remote controls on the ground or from the optional cab. The radio remote controller features a full digital display that not only provides the load data of the crane but also shows wind speeds, hook height, rotation angle and error messages.

Unfortunately this is of little interest to HTC. "The 5014 City is a good crane and very easy to erect but we will not be adding any to our fleet because it is too small," says Lawrence. "It is really aimed at the European market and is a city centre crane for sites where over-sailing is not a problem. What we need is a luffer to fill the gap between the 16 tonne 180B and the 28 tonne 355B. Something in the middle would be ideal and we understand that Wolff is looking at this sector."

HTC is booking more and more work into next year and beyond. "You



The cranes are also used on demolition contracts - the luffer reduces oversailing problems

tend to have a five year economic cycle with tower cranes but we appear to be on a steady upward climb - and still rising. All the large property developers in London say that money is being released for

projects yet to be started so it will continue for a while yet."

With a consistently high utilisation and plans to limit the fleet to around 250 cranes, has the time come for



HTC is currently running at a utilisation of more than 80 percent



Oversailing - what you need to know

It is a basic principle of English law that the rights over your land stretch from the centre of the earth all the way to the stars. Legislation allows aircraft to pass overhead legally, but for those closer to ground level - such as a tower crane jib - swinging over adjoining land is trespass. In the UK there is legislation and it is enforced. A contractor must obtain the right to oversail adjacent property and this may be required from both the owner and tenants. Failure to obtain this may require a complete rethink to the design, method of work and type of crane or other lifting equipment used, which may mean huge additional costs.

Adjoining owners do not have to show any damage has occurred to obtain an over-sailing injunction. The problem with a saddle jib crane is that even if the contractor can limit the slew while working, tower crane safety and stability requires it to slew freely in the wind (weathervaning). Hence the popularity of luffing jib cranes with small out of service radii.

Land owners may demand a fee for over-sailing rights, however land owners must be aware that rejecting a sensible fee from a contractor may backfire. In the case of Woollerton and Wilson v Richard Costain (1970) the claimant refused to grant a licence despite Costain offering a substantial cash sum. When the claimant then obtained an injunction the court controversially decided to suspend the injunction until the contractor's works were complete. By holding a contractor to ransom, a land owner may prejudice his rights to an injunction.

As an adjoining owner approached to grant a crane over-sail licence, consider your own future development plans. It may well be better to secure your own arrangements for the future by agreeing mutual crane over-sail arrangements which may be far more valuable than receiving a fee for a licence.

Over-sail licences can be costly, especially if a large number of landowners are involved. All need to be granted separate licences if the crane over-sails their respective space. A few contractors have managed to off-set some of this cost by using the jib as advertising space, though this use may be restricted by both legislation and the title deeds.

strategic decisions to be made? "We have to seriously think about prioritising clients and look after those that have looked after us over the years," says Lawrence. "Rental rates are steadily improving but in a lot of cases they are still 50 percent of pre-crash levels and on par with 2002 levels. At the same time labour rates continue to increase - we have increased wages for operators and engineers over the past two years, coupled with the pension scheme this is sizeable rise in wage costs. We are looking at the long-term picture and being sensible on rates when working with our clients. The problem with any recession is the lack of investment in equipment and therefore an aging fleet profile. We need to invest heavily in new cranes over the next five years but are becoming a lot more selective about the type and size of cranes we buy."

Construction techniques are changing with an increase in module sizes, with a move towards quick-build rather than on site fabrication. "Completed building pods/modules may now weigh eight to 15 tonnes, compared to three tonnes in the past. Some demolition jobs that would have used a 180B now require a 500B, as bigger chunks of the building - up to 20 tonnes - are removed at one time. Steel construction is also going heavier - if they could lift 100 tonnes they would. Every job involves bigger lifts. We usually get involved with contracts from day one becoming part of the contract. Some future jobs we are looking at involve lifting 15 tonne pods at 35 to 40 metres radius - which a few years ago you would not have been dreamed of. Another is looking at lifting six tonnes at 60 metres. The larger modules along with cladding panels



weighing up to six tonnes, speeds up the build time but require bigger cranes."

Rapid site starts

"Thanks to the length of the recession many sites were left undeveloped after demolition was completed. As this all comes back to life however, we do not have the usual six month run in to the start of a contract during which all the planning can be done. With the site

already at ground level you can get an enquiry today for a crane to be on site in one month."

"At the height of the boom in 2008 we saw 92 percent utilisation - that dived to 19 percent. We could be 92 percent now if we wanted, but we are being selective in what we do. 80 percent is ideal but only by choosing the clients and contracts. Get the cranes right and you will continue to grow."

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New product launches

The improving economy around the world has resulted in a more buoyant tower crane market. Over the past few months many manufacturers - including Terex, Liebherr, Potain, Wolff and LUXcranes - have all launched new models and there have been several major industry developments.

The latest new model launch is Terex Cranes' largest luffer, the CTL 1600-66. With a maximum capacity of 66 tonnes it can lift 16 tonnes at its maximum jib length of 75 metres. It has a much larger capacity than the company's previous largest luffer - the CTL 650F-45 - with a maximum capacity of 45 tonnes and can lift seven tonnes at its maximum 65 metre radius. The Terex range now covers capacities from eight to 66 tonnes, jib lengths from 50 to 75 metres with jib tip capacities of 1.8 to 16 tonnes.

The new luffer uses a 12.5 metre square base with the electrical box

on the tower access platform, above the ballast. This has two advantages - being out of the way and difficult to reach for non-authorized people, and also a better solution when used with a travelling chassis. There are also two tower platforms which aid assembly. The Terex HD33 tower system is used, with its six metre by 3.3 metre sections, pre-assembled ladder, tower platform, and a new connection system for improved safety and speed and lifting points for vertical and horizontal positioning.

Maximum free standing height on concrete, with this tower is 89 metres, or 87.9 metres on a fixed chassis, and 83 metres on a traveller. External and internal climbing is available to suit most requirements. A combination of fixed and mobile ballast gives the best balance when erecting and operating the crane. The amount of ballast varies with jib length - for 45 to 75 metres the mobile ballast consists of 10, 7.5 tonne blocks. For shorter jib lengths less ballast is required.

Jib lengths are increased in five metre sections from 40 to 75 metres and include LED warning lights and double platforms on the jib end. The foldable 'A' frame can be transported on one truck and is ready to be erected. It also includes an in-built ladder with anti-fall device, anemometer with wind direction and LED lighting.

All functions are frequency controlled for fast, precise load



The new HD33 tower system



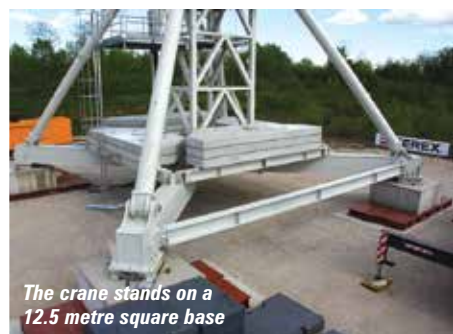
A combination of fixed and mobile ballast is best balance for erection and operation



The CTL 1600-66 can lift 16 tonnes at the end of its 75 metre jib



The winches and ballast



The crane stands on a 12.5 metre square base

positioning, the 150kW hoist has a maximum rope capacity of 960 metres and a speed of 185 metres a minute with 2.5 tonnes and 12 metres when lifting 66 tonnes. Tele Assistance allows all the relevant

data to be checked remotely, including historical data and work hours, active alarms and alarm history. The latest EVO 15 cab incorporates monitors for jib end and counter jib cameras.



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Liebherr adds a couple

Liebherr unveiled its new 53K self-erecting tower crane in March and has been carrying out final testing on its new 125 tonne capacity 1000 EC-B. The new 50 tonne/metre class 53K is based on Liebherr's K series concept and fills the gap between the 42K.1 and the 65K. The 53K is said to offer an improved erection system, more power, variability and safety features and has a maximum capacity of 4.2 tonnes and a hook height with horizontal jib of between 15.8 and 31metres. The telescopic lattice tower



The Liebherr 53K

features a rapid climbing system, allowing up to three additional sections to be added. The hook height can be increased to 43.1 metres when the jib is luffed to 20 degrees above horizontal. At its 40 metre maximum radius it can lift 1,100kg in two line mode and 1,000kg in 2/4 line mode. When the jib length is reduced to 28 metres, jib tip capacity increases to 2,000kg. The 53K can



Each stage in the climbing process on the 1000 EC-B 125 can be completed twice as fast as with conventional climbing equipment

be transported with full ballast on two trucks, while once on site its six metre wheelbase and compact slewing platform enables it to be manoeuvred easily. With a 4.2 metre square footprint and jib erection in the air it can be erected close to existing buildings. Liebherr's largest tower crane - the new 125 tonne capacity 1000 EC-B 125 unveiled at Bauma - is completing its test programme at

the Biberach facility. As well as the dynamic and static overload tests Liebherr is testing a new climbing system which, at around 45 minutes for each climbing stage, doubles the speed of conventional climbing equipment. The crane is aimed at wind turbine erection and power station and plant construction.

Potain updates luffers

Potain unveiled the MR 418 at Conexpo, the first in an updated line of luffing jib cranes each with full frequency-control mechanisms. The MR 418 features the optional 270 LVF 120 hoist introduced in 2013. The crane can be used with either one or two-fall reeving and is ideal for power plants or high rise buildings, including structures that exceed 200 metres thanks to its 830 metres of rope storage. In two-fall configuration a drop of 415 metres is possible while the winch can reach speeds of up to 254 metres a minute.

Maximum capacity is 24 tonnes and maximum jib length 60 metres. Luffing from the horizontal to almost vertical takes 75 seconds, well under the two minutes it says most luffing jib cranes of this size require. A new auto-levelling function allows the crane to move loads horizontally by using only the luffing motion, rather than the luffing motion combined with the hoist.

A new power control function adapts to varying power inputs, including lower power supplies on site. Automatic switching from a 50 to 60hz also makes the crane easier to move between countries. The luffing mechanism and hoist are mounted inside the counter-jib which reduces its size and a large service platform behind the cab gives access all the major service points. Manitowoc says it will launch further luffing jib cranes later this year.



Potain MR-418



Potain MR418 was launched at Conexpo

New LUXcranes luffer

MTI/LUXcranes has launched a new hydraulic luffing jib tower crane range, topped by the MTL220-10, the first unit of which is already at work on a site in London. MTI pioneered hydraulic luffing tower cranes, having distributed the Jost hydraulic luffing jib cranes in the UK and other markets. Having designed its own flat top cranes a few years ago, it decided to enter the market with its own hydraulic product, in order to control the design, development and product support.

The company has four models in the new range, the smallest of which is the MTL100-6 with six tonnes capacity - on two falls - and a maximum jib length of 45 metres with a 1.6 tonnes capacity at 45 metres radius. Other models include the MTL120-6 and MTL170-8 and the MTL220-10, with a maximum capacity of 10 tonnes, a 55 metre jib and a horizontal jib tip capacity of 3.1 tonnes.

All motions on all models are stepless frequency controlled, with low amperage draw and a CANbus electrical systems

built into the switchgear cabinet. One of the key features of these new cranes is their small out of service radius - 9.6 metres for all models - although when in service this reduces to two metres. The MTL cranes have been designed from the start to handle higher wind speeds - 161kph/100mph - than the latest regulations require. Maximum free standing heights range from 39 metres on the 100-6 to 54 metres on the 220-10, both depending on the towers and base used.

The first LUXcrane MTL 220-10 at work on a site on London





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Wilbert rescued

German manufacturer Wilbert Turmkrane - which was seeking new investors since going into administration more than a year ago - has been acquired by Chinese automotive sealing product manufacturer Nanyang Guoyo. Wilbert will continue to operate from its headquarters in Waldlaubersheim and Stomberg, Germany.

The new senior management team (L-R) Tao Chen, Ethan Pan, director, chief executive Franz-Rudolf Wilbert with senior director Kushuan Yituo Wang and Günter Kronewitter



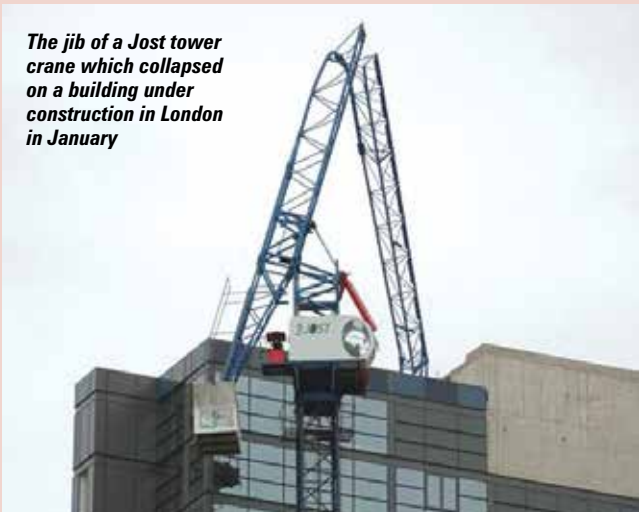
HSE issues alert

In the UK the HSE has issued a tower crane alert following the recent collapse of three Jost luffing jib tower cranes during high winds. Intended for tower crane operators it serves as a reminder that any luffing jib crane left unattended in the out of service condition must be in free slew with the jib at a safe out-of-service radius. It also says that operators must have the most accurate, up to date information from the supplier or manufacturer, as some manufacturers have recently changed their guidance.

Other actions required include checking: the correct minimum out of service radius, the function of the slew brake release mechanism, the condition of the slew drive motors, gearboxes and slew ring so that the crane is not prevented from slewing freely, the setting and function of any warning devices and that clear instructions on how to leave the crane in free slew are provided.

We understand that tower crane manufacturer Jost - the subject of the three latest luffing jib collapses all in a high out-of-service positions which appeared unable to fully weathervane easily - is now looking into structural modifications to its jib connections. All three and at least one earlier unit failed at the same point. It may recommend the use of a sail device to help weathervaning when the jib is left in its smallest out of service position.

The jib of a Jost tower crane which collapsed on a building under construction in London in January



Moritsch steps down at Terex

Martina Moritsch is stepping down as managing director of Terex Tower Cranes and will depart at the end of May. Moritsch is a member of the family that founded the Comedil and Recom tower crane companies. Comedil was acquired by Terex in 1999, with the full control of Recom, which built Terex luffing jib tower cranes, acquired in 2012.

The company was rebranded Terex Tower Cranes in the same year. Moritsch, who has spent 28 years with Comedil/Terex, said that she felt the time was right to make a change. "It was an extremely difficult decision to leave a company that has been such a big part of my family and my life. However, with the tower crane market in recovery, I believe the time is right for me to step down so a seamless transition in leadership can be made to ensure the continued success of Terex Tower Cranes."

Marco Gentilini, previously general manager of Terex Bendini, then head of Terex Cranes North America and now vice president of business integration will now lead the tower crane business in addition to continuing with his integration role.



Martina Moritsch



Marco Gentilini at the Terex CTL 1600-66 launch

1,000 Indian Potains

Potain has completed the 1,000th tower crane built at its Pune, India facility. The 1,001st unit, a five tonne MCi 85A, was shipped to local rental company Sai Infraequipments. Production rates at the Pune factory have almost tripled over the past six years to meet growing demand in the region. Potain was the first manufacturer to build tower cranes in India and is still one of the largest in the country with units sold as far afield as Peru.



(L-R) Raman Joshi and Ashwani Mattoo from Maniowoc with Kaththirvelu Ilango of Sai Infraequipments and wife Vasugi Ilang.

New Raimondi owner

The new owner of Italian tower crane manufacturer Raimondi - Prince Khaled bin Alwaleed Al Saud, owner of Saudi Arabian investment company KBW Holding - plans to spend around \$100 million on expanding the Raimondi manufacturing plant and has already confirmed a \$40 million investment to build cranes in Ceará, Brazil. The first production units are due off-line this summer. A new holding company KBW Brazil led by chief executive José Roberto Barbosa da Silva with headquarters in Santa Catarina has been opened.

Almost but not quite!

If there is an 'almost...but not quite' product sector in the powered access business these days, it must surely go to trailer lifts. At an earlier stage of the powered access market, trailer lifts made up a substantial proportion of the European powered access fleet and have been the starting point for many rental companies dipping their toes into the market before expanding into booms and scissors. However, for a variety of reasons, all that has changed. **Cranes & Access** investigates...

As specialist powered access rental fleets grew in size, there was a tendency to offer a limited range of standard products, such as 45ft booms, 19ft scissor lifts etc...not so good if you wanted something a little different. This tendency had the effect of limiting user choice and often blocking new products that were not already well established in the market.

Southern Europe has never been a market for trailer lifts, mainly due to road regulations relating to towing equipment and the challenges of type approvals, these factors resulted in the growth and popularity of the small truck mounted platforms in those regions. The result is that the market for larger or more specialised trailer lifts - which remain relatively popular



Bil-Jax 55XA



c&a

trailer lifts

Omme 1850EX

in German and Scandinavia - never took off in the UK. As the specialist and larger rental companies began to turn their backs on the trailer lift, tool hire outlets had spotted the potential and began to invest in them, but being large national players, they limited their investments to two models, 12 and 17 metre articulated units.

Straight or articulated?

There is another variation between the European markets - articulated or telescopic booms? The first trailer lifts were modelled on and often used the same lifting mechanism as the earlier truck mounted lifts and were largely simple, two boom articulated affairs with mechanical levelling linkage. Lifts such as this are still produced but are massively outsold by models with jibs and telescopic upper booms.

As the access market became more sophisticated in the mid 1980's it became evident that the simple articulated trailer lift did not offer enough outreach for many applications, particularly at lower heights. Another possibly more important issue was the large tail-swing at lower heights and thus the potential for accidents, when working alongside rights of way. To solve the outreach issue most producers added

articulating jibs and telescopic top booms and reduced the length of lower booms/risers, while other manufacturers - particularly in Scandinavia - introduced straight telescopic boomed models which overcame both the outreach and the tail-swing issues. With excellent outreach and in many cases lighter weight, the concept took off in the Nordic countries, almost completely eliminating articulated models for many years. As time progressed and self-propelled articulated boom lifts became more popular, articulated-telescopic trailer lifts began to creep back into some sectors of the Scandinavia in order to provide up and over reach, including ultra-



Genie TZ 34

compact 12 metre models with short risers and then larger units which used dual parallelogram risers to eliminate the tail-swing problem, while still offering the up and over reach that is ideal for certain applications. But in the UK, Ireland and many countries in Southern Europe, the straight telescopic trailer lift has not caught on at all.

Nordic users prefer straight telescopics and have always appreciated the cost benefits of larger units - some of which exceed 22 metres - compared to truck mounts or self-propelled lifts of the same height. The strong market supported numerous manufacturers, including Denka-Lift, Ommelift and Dinolift and a few others which have now ceased trading. Germany and the Netherlands - sort of stuck in the middle of the north-south divide - have always used both types and the market has flourished thanks to the highly fragmented nature of the German access rental market.

Trailer lifts lend themselves to the smaller rental companies where an owner operator can run half a dozen trailer lifts or so with a 4x4 vehicle to deliver and service them. Such a set up with a mix of trailer lifts can provide a decent level of income, supplemented with the odd sale of a new or used machine.

Shift to spiders?

In the past year or two there appears to be a shift away from trailers towards spider lifts with trailer lifts now becoming more of a niche product as even the larger rental fleets start to invest in spiders. A small operator can simply add a general equipment trailer to his fleet and deliver most spider

lifts as easily as a trailer lift. However generally speaking, the investment is substantially more - about double - although this differential may be smaller for the larger units.

One of the criticisms levelled at the trailer lift when compared to a tracked spider lift is that it is too long and therefore difficult to negotiate in confined spaces, with narrow tight turns, such as when accessing the rear of individual homes or small office blocks etc... UK manufacturer Niftylift - which manufactures both trailers and tracked lifts - disagrees.

It accepts that the trailer lift is longer but when comparing both of its 12 metre models the telescopic 120T is only 550mm longer at 4.5 metres than the tracked machine as the boom is common to both lifts. Other dimensions such as machine height, width, platform capacity, basket size and outrigger spread are all exactly the same. But there are two areas where the trailer lift wins. It is 450kg lighter and about half the price. Weight is important because of the low floor loadings on new construction sites and lightweight machines are ideal. There are some sites where steel erectors use trailers rather than the more common self-propelled booms just because of the reduced floor loading demands.

The lower sales of trailer lifts in recent years has led to its scarcity on the second hand market, to the point where good used lift command very good prices when they do appear and are much in demand.

Rental rates

If we compare rental rates for both trailer and spider lifts (from the C&A 2013 rental rate survey published at the beginning of this year) we see that the average weekly rate for a 12 metre



A narrow Niftylift



JLG T350

trailer is £213, while a 17 metre trailer is £476, which compares very favourably with a spider lift at £410 for a slightly larger lift up to 15 metres and £586 for a 17 metre spider, and yet the spiders can cost almost twice the price!

The trailer lifts are less intimidating for inexperienced users - coupled with the fact that most small builders are happy to collect the machine with a 4x4 or a van, saving on transport cost. This allows the smaller more specialised rental companies to offer trailer lifts at sensible rates during the week because they can get good money over the weekend. Utilisation of a machine is not the most important factor, rather its profitability, and trailer lifts can offer a very good return on investment compared with many other types of platform. Given all the facts it is hard to see why the

trailer is not more popular. Demand should also be on the increase because of the Work at Height regulations and increasing pressure for tradesmen such as window cleaners, painters and general maintenance workers to have a safe method of working at height. Ultimately it is probably down to lack of availability.

North American market

Development in the in the North American market was very different to that of Europe, in that although trailer lifts had always been around, they were relatively rare until the end of the 1990's. From a manufacturing point of view there were a few small companies producing simple, rustic machines which sold to smaller 'Mom & Pop' rental companies or end users such as tree surgeons. Self-propelled lifts had also become popular earlier



Dino 230T



Snorkel XT24S



Denka DL 30



Niftylift 120T

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trailer lifts



in North America than elsewhere, so that the trailer lift stage of development was bypassed.

Another significant difference was that the cost of transport/delivery has always been far lower in the USA. Most rental companies already owned either specialist delivery trucks or large inexpensive pick-up trucks, this combined with the fact that American contractors tend to rent by the month rather than by the day or week as was common in Europe, meant delivery costs were not a factor driving rental companies towards trailer lifts, or for that matter truck mounted lifts.

However that all changed when UpRight started marketing its two European-built trailer lifts, Bil-Jax started badging Aerial trailer lifts as well as building its own models and Niftylift entered the US market. To the surprise of many there was a relatively strong initial take up, as family rental stores found that the more sophisticated European-built trailer lifts suited their business models. They were relatively cheap and lightweight for the working heights they offered and with most



Snorkel TL39



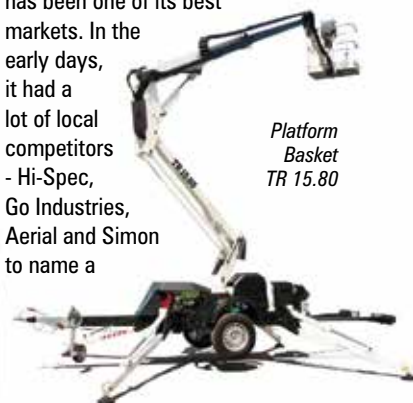
Teupen Gepard 13GT

builders and contractors owning pick-up trucks complete with tow hitches collection or delivery was easy.

Seeing this market begin to take off, Genie surprised many at the time by launching its TZ trailer lifts. With the market gathering pace JLG started work on its Tow-Pro range which it announced in mid-2004, leading to the first model launch - the 12.6 metre T-350 - at the 2005 ARA, followed by the 17 metre T-500J. This period probably saw the peak of the North American market for

this type of lift. With hundreds of new trailer lifts pumped into the sector, demand appeared to have been satisfied and growth not only slowed, but stopped and even contracted. Since then the market has been mainly a replacement one. Perhaps the two big manufacturers dived into this market prematurely? Needless to say they are not exactly devoting significant engineering resources to this sector, or planning to expand their two model line ups. Niftylift - the UK market leader for trailer lifts, almost since it started

producing in 1985 - says that over the past few years North America has been one of its best markets. In the early days, it had a lot of local competitors - Hi-Spec, Go Industries, Aerial and Simon to name a



Platform Basket TR 15.80

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JLG T500J with hook

few - and it always maintains that the market for trailer lifts has never been as big as many people think. It also says that there are many aspects of a trailer lift design that makes them tricky to manufacture and this has caught many manufacturers out.

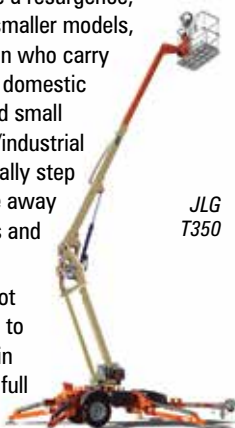
The other significant market for trailer lifts over the years has been Australia and New Zealand, with Snorkel having acquired New Zealand based Talon Access Equipment from Crown in 1990. Snorkel still builds trailer lifts in New Zealand, the latest model being the 13.2 metre working height, 5.9 metre outreach TL39J.

Emerging markets

One would think that trailer lifts would be ideal for emerging markets and certainly they do appear to lend themselves to such markets, with lower cost and easy transport. But with a few small exceptions this does not appear to be the case. In some cases this is due to road regulations (such as Russia) and in others, a lack of decent used trailer lifts. Oddly as sales of new trailer lifts has flat-lined, the price of used models has grown as demand remains buoyant.

So what does the future hold for the trailer lift and are its days numbered? It is hard to say but it should not be written off just yet. As developing markets continue to move towards powered access trailers may find a new audience, while in those parts of Europe where trailer lifts can be towed, we may just see a resurgence, at least for smaller models, as tradesmen who carry out work on domestic buildings and small commercial/industrial premises finally step up the move away from ladders and towers.

We would not be surprised to see growth in lightweight, full



JLG T350



Nifty T90

specification 10/12 metre models and possibly the ultra-light one man units from Dinolift, Ommé and Denka, as well as some of the specialised larger models, including the growing number of trailer cranes with decent platform attachments such as the Böcker. Watch this space.

Trailer lifts the pros and cons

Pros

- Lightweight for their height
- Low price per metre of work height
- Simple delivery/collection for smaller companies
- Rental rates strong
- Easy/less intimidating to operate
- Durable with a long life
- Can be specified with an on-site drive system

Cons

- Utilisation patchy for rental companies
- Longer than self-propelled machines
- Cumbersome to manoeuvre in tight quarters - really needs two people to set up
- Delivery and short rental periods inconvenient for larger specialist rental companies
- Outriggers require proper set up

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Trailer roundup

It has been almost four years since Cranes & Access took an in depth look at trailer lifts, during that time the sector has developed very slowly, in terms of products and manufacturers. As discussed in the previous pages, the trailer lift is a stable, dependable product but no longer appeals to many mid to large rental companies, and as a result end-user take up has not progressed, in fact it has almost certainly declined.

In terms of manufacturing the sector has seen both bankruptcies/acquisitions and a new player entering the sector. Four years ago we reported on Italian tracked spider manufacturer Platform Basket's surprising interest in trailer lifts, given that they have never been popular in Italy due to the towing regulations. It had clearly set its sights on export markets. When the first model - the 17.7 metre working height TR 18.90 - was launched at Bauma 2010 the company was

planning a three model range with a 15 metre model ready to go followed by a 13 metre at the end of 2010. Since then the 15 metre TR 15.80 has made an appearance but not its smaller brother. Being relatively late into the market the pair have all the latest features - bi-energy, articulated jib, platform rotation etc... but no radical technology developments.



Platform Basket TR 18.90

How the Platform Basket TR 15.80 compares with other 15 metre lifts

Make	Platform Basket	Niftylift	Dinolift	Omme	Omme
Model	TR 15.80	150T	150TB	Mini 15 EXJ	1550EX
Working height	15.0m	14.7m	15.0m	14.6m	15.35m
Max cap	200kg	225kg	215kg	125kg	200kg
Max outreach	8.6m	7.55m	10.0m	8.27m	8.5m
Height stowed	2,140mm	2,000mm	2,140mm	1,940mm	1,990mm
O/A Width	1,650mm	1,600mm	1,780mm	1,500/1050mm	1,600mm
O/A Length	5.70m	5.55m	6.43m	6.03m	7.25m
Basket dimensions	1.2 x 660mm	1.4x650mm	1.3 x700mm	850 x 700mm	1.25x800mm
Weight	1,900kg	1,725kg	1,835kg	1,500kg	2,000kg
Boom	Articulated	Articulated	Telescopic	Articulated	Articulated



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Platform basket 18.80

The TR 15.80 has a 15 metre working weight and 200kg platform capacity. As can be seen from the chart below, for an articulated machine its 8.6 metre outreach is impressive, and surprisingly 1.8 metres more than its bigger brother. And while other dimensions are very similar to the TR 18.90, the TR 15.80 is 100kg heavier at 1,900kg.

The Denka story

Over the past few years one company has been through a massive transformation - but has emerged possibly stronger than before. In March 2012 Danish manufacturer Denka Lift - acquired in 2011 from Skako by four investors - filed for bankruptcy after efforts

to make a go of the company failed. The company had re-started production at Denka's iconic plant in Holbæk, but did not have the necessary cash flow to continue operations. It also ran into CE approval problems.

Denka's German distributor Rothlehner acquired the design rights and replacement parts business and immediately offered worldwide product support for all Denka Lift products from its base in Germany. It also started to look into the reality of resuming new machine production in Germany. "We want to end the turbulent times of Denka and bring the brand back to his former strong position," said chief executive Manfred Rothlehner. "Before we considered the first deliveries of any new machines we had some challenges that had to be solved."

Rothlehner began by securing the delivery of replacement parts and components and just a

year after rescuing the company, has started ramping up its German production facility as deliveries of new Denka trailer lifts begin to flow again - two years after it went bankrupt and three years after full production had ceased.

"The operations are returning to normal and we see that our performance from month to month is growing," says Rothlehner. "Manufacturing the standard trailer equipment such as Junior 12, DK18, DL18, DL21 and MK25 is already underway and the first narrow DL22N and DL28N trailers are also in progress. At the end of the year the big trailers DL25 and DL30 will



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Stand 128



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Manfred Rothlehner (L) hands over the first Rothlehner produced Denka Junior to Björn Carlsson of Carlsson & Co, Sweden

also be produced. In our view, there will still be a demand and place in the market for trailer lifts - even if a significant proportion of the sector has shifted to 3.5 tonne truck mounts and crawler lifts."

A feature of all the Denka narrow atrium lifts is the minimum width of just 890mm. The two smaller narrow lifts - the 19 metre working height DL19N and the 22 metre DL22N - have been specifically developed to be very compact and feature a removable basket as well as a built-in drive system on all three wheels.

Denka Lift will offer a range of machines from the 12 metre working height, 985kg GVW Junior 12 right up to the big, battery operated DL machines with working heights of 25 and 30 metres. These are also available with a diesel or petrol generator. The largest platform - the DL30 - has a total weight of less than 3,500kg.

One of the latest machines to be delivered is an 18 metre DL18 to Essen-based Enderling platform rental, a Denka customer since 1992. Managing director Joachim Enderling said that the decision to buy a new 18 metre Denka trailer lift had been suspended after uncertainty about the continued existence of the brand and its later problems. "However all those concerns have been eliminated now that Denka is in the hands of its long standing supplier Rothlehner," he said.

Denka Lift has also moved back into the Nordic market, with two recent deliveries of Denka Junior compact

trailer lifts, following a Scandinavian road show. The first unit off the line went to Carlsson & Co, Denka's Swedish sales and service partner based in Falkenberg, while another unit was delivered to Ringsted Liftudlejning in Ringsted, Denmark.

New Dinolift for mid-summer

Finnish manufacturer Dinolift is planning to launch a revised 180XT II articulated telescopic trailer lift at Apex this June. The company says the 18 metre 180XT II is more versatile and includes new safety features. The compact unit has a platform capacity of 215kg, with an unrestricted outreach of 9.2 metres. As a one man machine the outreach increases to 11.2 metres. Its spider-type outriggers, allows the unit to be levelled on slopes of more than eight degrees. In addition to its technical improvements, the Dino 180XT II has an auto Start/Stop function which automatically switches off the engine when the machine is stationary, thereby reducing both fuel consumption and noise. Other features include automatic chassis leveling and hydraulic coupling of the self-drive system.

Dinolift is also promoting the smallest machine in its 17 model trailer lift range, the ultra-light 10.5 metre 105TL, weighs just 970kg and can be towed by most vehicles.

Omme type approvals

Danish-based Omme lift has invested in full EU road type approvals, for all of its trailer lift



A trailer-mount DL18 is being handed over to Johannes Enderling (L) by Rothlehner's Thomas Krauß



Omme Lift mini 12E

models, including its Mini-Series. The three model range, the Mini 10.5, E Mini 12 EJ and Mini 15 EXJ, offer working heights of 10.5, 12 and 15 metres respectively. With fully equipped weights of between 1,050kg and 1,500kg they are designed to be towed behind a mid-size car or small van. All models have adjustable axles that can retract to under 800mm, in order to allow them to pass through a garden gate to reach the rear of homes and small businesses etc...

The Mini 12 and 15 are available with on-board battery power, while the 10.5 is supplied as a 230/240 volt mains-powered unit. Carsten Poulsen, Ommelift area sales manager, says: "Even the small Mini 10.5 offers outreach far beyond what an articulated 12 metre trailer can achieve, particularly at lower heights."

A Mini 12 EJ fully equipped with friction self-drive and auto-set hydraulic outriggers, costs around €25,000, but Ommelift believes this is justified by its enhanced working envelope. "Although the price maybe a little higher than for other trailers with similar working heights, customers and users appreciate the substantially bigger working envelope of the Ommelift," says Poulsen.

Northern Europe especially Denmark, Norway, Sweden, Finland

and Germany are the main markets for the Mini-Series. One popular application is the maintenance of smaller shopping centres, where the trailers provide a cost-effective solution to working at height.

Launches of larger trailer mounted products are few and far between however 18 months ago Ommelift added the 22.6 metre 2300 EX to its 12 model trailer lift product line. The articulated lift has a dual riser to provide up and over reach without tail swing and offers an outreach of 12.7 metres with 80kg or 10 metres fully unrestricted with 200kg in the platform. Up and over height is about six metres. Weighing 3,150kg it has an overall length and width of 7.32 by 1.7 metres and is powered by a 200Ah battery pack however it can also be used in conjunction with a petrol or diesel engine or supplied as 230V AC mains unit.



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EXHIBITS

14th & 15th May Haydock Park

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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



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"When we were undertaking due diligence on the acquisition of another powered access company, who were already using the Syrinx system, we noted that Syrinx gave them a number of operational and financial functions that we didn't have with our existing system. Kimberly Access are a focused operational business and so this excited us. 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



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"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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Haydock in May

c&a

vertikal days

The next Vertikal Days event is just a week or so away and promises to be the largest so far, both in terms of numbers and exhibitor space. This year's show - the eighth - is six weeks earlier than in recent years due to some conflicts over the usual June dates but hopefully the spring weather will be kind. Pre-registrations are very promising and the number of new products this year makes visiting the show essential for all industry professionals.

Once again there is a healthy mix of equipment ranging from rental software to the largest aerial lift ever exhibited in the UK as well as some interesting new cranes and lifting gear. There will also be a far wider range of ancillary products and services than previously seen.

One thing is for certain, if you have any interest in lifting equipment of any kind this year's event is an absolute must. As usual you have the chance to see all of the world's major crane and access manufacturers without having to walk miles and in a setting where exhibitors are not distracted by thousands of gawkers or side shows. You can be sure that

everyone else at the show - both visitors and exhibitors alike - share your interest, helping make what is already a very social event even more productive and enjoyable.

Popular format

The organisers have tried very hard again this year to upgrade the visitor experience without spoiling the most popular aspects of this unique event - not an easy task when almost 95 percent of visitors and exhibitors repeatedly say 'don't change anything'. So all the favourites remain including the all-inclusive catering, fast and simple check-in and free parking. We are beefing up the separate barbeque and sandwich bar locations and looking at ways we might reduce

the queues at peak times - not easy when you are feeding more than 1,500 each day. If you haven't already pre-registered you can do so at www.vertikaldays.net where you can print out your own badge and speed your passage into the show.

People, meetings and seminars

If you are in the lifting business but not as passionate about the equipment as some you can focus on the many other aspects of the event, from the people to informative



workshops, seminars and meetings. Typically more than 80 percent of the UK and Ireland's specialist rental companies will attend over the two days, representing the vast majority of the region's annual buying power. This gives ample opportunity to network and exchange ideas with your peers. In addition there are more short seminars planned and the Marketplace has more stands with a wider variety of exhibitors. There are also more formal meetings which you can attend including the ALLMI Forum meeting for those running or interested in lorry loaders/loader cranes and the CPA hosting a Strategic Forum meeting.

Marketplace

Bigger again and with more exhibitors, the Marketplace is the place to have a coffee and meet up with a whole host of suppliers providing training, replacement

Lunch menu
Miles' famous hog roast
Barbecue stall with burgers and sausages
Vegetarian chilli
Salad selection
Cheese board - including Cornish Gouda
Fruit basket
Sandwich/baguette bar for those in a hurry

parts, software and technology, mobile towers, finance and legal services, as well as housing the meeting rooms for the short seminars and workshops from companies such as Higher Concept, inspHire, DEUTZ AG and others...

Catering

Vertikal Days is unique in that visitors do get a 'free lunch'. Our caterer Barry Miles is back with a

Practical details

Venue:

Haydock Park, Newton le Willows, WA12 2CH, off junction 23 of the M6

Show dates and times:

Wednesday 14th May - 10.00-17.30

Thursday 15th May - 10.00-16.30

Food and drink served in the Marketplace all day.

Lunch is served in the dining area 12:30-14:30

Networking Event: (tickets required)

Wednesday 14th - 18.30-21.00

How to Register:

- Pre-register online and print out your badge
- Bring along a completed invitation and swap for a badge
- Or just turn up with a business card and swap it for a badge





larger team than ever before and will be roasting a dozen free-range, large white porkers from Bovingdon, Hertfordshire, barbecuing over a thousand sausages from the same supplier and several thousand beef burgers. Once again there will be a vegetarian option or two, tasty salads and a cheese bar. And for those who prefer a sandwich you can get a freshly made sandwich or baguette at the popular Sandwich Bar.

Evening event

Wednesday evening sees the annual Vertikal networking event, which sadly we have to limit to 750 for space and safety reasons. This year the menu is being upgraded with a little more selection and variety, while the musical interlude will be provided by The Rockits, returning for their second appearance at the event. They can be seen every Friday at Liverpool's famous Cavern Club. As usual, tickets will be supplied to exhibitors first with any additional tickets offered on a first come, first served basis to those who want them. You can put your name on the waiting list by emailing: pt@vertikal.net.

Other activities

ALLMI

Operator of the Year

The fourth annual competition for loader crane operators carries a cash prize of £250 plus a trophy, free training and the right to use the 'Operator of the Year' logo. Held in the ALLMI village it tests skill, safety and speed. ALLMI will also hold its Forum general meeting during the show.



IPAF

This year at Vertikal Days IPAF will be highlighting the importance of maintenance, inspection and the thorough examination of aerial work platforms. Demonstrations and information provided on the stand will illustrate the value of good maintenance regimes from pre-use checks to major examinations. The Federation has lots going on with a host of events scheduled later in the year so well worth a stop.



CPA

The Contractors Plant-Hire Association is the UK's heavy equipment and crane rental association and publisher of the widely used Plant Hire Terms & Conditions. Visit the stand to find out the benefits membership offers, which include support on safety and training issues and its insurance policies. The CPA will also be hosting its Stars of the Future apprentice awards ceremony on Wednesday 14th May, as well as a Strategic Forum Plant Safety Group Outreach meeting covering tower cranes, aerial lifts, telehandlers and outrigger loadings.



So what's at the show?

The following is the full listing of exhibitors grouped by major product sectors. There is also a full alphabetical listing on page 50.

Access Equipment & Telehandlers

Access Industries: Stand 115

See Multitel Pagliero

Access Sales International: Stand 130

Ruthmann's UK distributor Access



Ruthmann's TBR220 truck mounted lift

Sales International will show three truck mounted lifts this year, including the 22 metre TBR220 which was launched towards the end of last year. Mounted on a 3.5 tonne chassis the unit offers 16.4 metres of outreach and a 230kg capacity. Also on show will be a 46 metre T460 mounted on an 18 tonne chassis and a 33 metre T330 on a 7.5 tonne chassis.

Aerial and Handling Services: Stand 137B

Earlier this year Italian aerial work platform manufacturer Tigieffe appointed Aerial and Handling Services and Joint Venture Sales Consultants as the UK distributor for its Airo branded self-propelled booms, scissors and spider lifts. The company will launch Airo at Vertikal Days as well as show its deckRailXtra material handling attachments and other innovations for safe working at height.



Airo's 16 metre working height Bi-Energy A16JED boom lift

Affordable Access: Stand 118

The UK distributor for Co.Me.t aerial lifts will show the new 26 metre, articulated Euroskey 26 mounted on a Mitsubishi Fuso chassis. With a dual sigma-type riser, telescopic boom and articulated jib and 250kg unrestricted platform capacity, it has a maximum outreach of 12.5 metres which can just be achieved at its up and over height of 12 metres. The company is also hoping to have two

more interesting lifts on display.



The new 26 metre articulated Co.Me.t Euroskey 26 truck mounted lift

Airo: Stand 137B See Aerial and Handling Services

AJ Access Platforms: Stand 112

Making its Vertikal Days debut, AJ Access has been providing new, used and refurbished access equipment for almost 25 years. Last year it became the official UK/Ireland distributor for Holland Lift and will show a 19 metre Holland Lift N-195EL-12 scissor lift as well as a fully refurbished Genie Z30/20N boom lift.



Holland Lift appointed AJ Access as its UK/Ireland distributor last August

Alimak Hek: Stand 137

Alimak Hek will display a range of products, including its TPL 500 and TPM 1300SD material hoists. With lift capacities of 500 and 1,300kg respectively they can also be used as transport platforms. It will also have its lift installation platform Hek Easyliifter and MCM mastclimbing work platform which offers a platform capacity of up to 2,300kg, platform lengths of 32 metres and

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Alimak Hek TPL 500 material hoist

up to 200 metres working height.

APS: Stand 126 See IAPS

Ascendant: Stand 125

Now under new ownership and sharing a stand with Facelift, Ascendant is expected to show its 12.5 metre van mounted lift and 18 metre truck mount.

ATN: Stand 128

ATN will bring a selection of machines, including a 8.1 metre PIAF 810 tracked mast boom, a four-wheel drive Zebra 16 articulated boom lift which offers a 16.4 metre working height and 9.3 metre outreach, and a 12 metre CX 12 Rough Terrain scissor lift which the company claims is the only model on the market to combine a 16 square metre deck with a platform capacity of 1,100kg.

Bizzocchi: Stand 122 See CTE

Bluelift: Stand 124 See HLS

Böcker: Stand 109 See Kranlyft



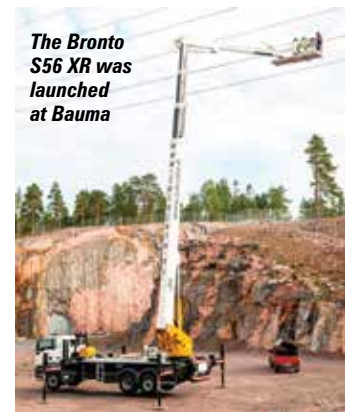
The Bravi SOLO GYPS system fitted to a Leonardo HD

Bravi: Stand 148

Now in its second year selling direct in the UK, Bravi will have several units of its heavy duty Leonardo HD self-propelled lifts on display in a variety of colours and applications. It will also exhibit its electric SOLO GYPS drywall lifting system for the Leonardo HD.

Bronto Skylift: Stand 100

Truck mounted lift manufacturer Bronto will exhibit its 50 metre S50 XDT-J and 70 metre S70 XDT alongside a new 56 metre S56 XR. Launched with the S65 XR at Bauma last year, the S56 XR is part of the company's new XR range replacing its best-selling XDT range. The company will also be demonstrating its exciting training simulator at a special location next to the catering marquee.



The Bronto S56 XR was launched at Bauma

Co.Me.t: Stand 118

See Affordable Access

CTE: Stand 122

CTE will have two truck mounted models from its Zed range on show including the recently launched 21 metre Zed21JHV and the 23 metre compact Zed23JH which makes its



Making its UK debut, the Zed23JH.



Genie's 180ft SX180 boom lift

UK debut. The company's spider lift range will be represented by its 23 metre Traccess T230 which offers an outreach of 12 metres with a 200kg unrestricted platform capacity.

Custom Equipment: Stand 132

See The Access Platform Company

Dingli: Stand 133

Leading Chinese aerial lift manufacturer Dingli will be hard to miss with 11 scissor lifts on its stand including its first mast boom - the 11.5 metre AMWP11.5-8100. With a one metre overall width, a length of 2.56 metres and 1.97 metre stowed height, it features a working outreach of three metres, 360 degrees slew and active pothole protection.



Dingli will show its first ever mast boom.

Dinolift: Stand 116 See Promax

Easy Lift: Stand 105/6 See Skyking

Facelift: Stand 125

The company is looking to meet rental customers and discuss its range of safety products. Expect some interesting surprise exhibits.

Faraone: Stand 126A

Exhibiting direct at Vertikal Days for the first time Faraone will have all five models from its innovative Elevah Move range of ultra-compact self-propelled lifts on show. With working heights ranging from four to eight metres, its largest - the Elevah 80 E Move - features a 1.2 metre platform extension which can

be fully extended at a height of three metres or to 650mm at four metres. The smallest self-propelled lift in the range - the Elevah 40 More - offers a working height of four metres and weighs just 70kg.



Faraone's new four metre self-propelled lift which weighs just 70kg

Gehl: Stand 114 See Manitou

Genie: Stand 149

Genie may have the highest self-propelled lift on the showground, with the first chance to see the final CE production unit of its big boom lift. Other products will include the 47ft compact slab GS4047 and GS4069DC battery powered compact Rough Terrain scissors. Other products on the stand will include its more popular lifts and telehandlers.

Giraf Track: Stand 129 See GGR

GSR: Stand 105/6 See Skyking

Hinowa UK: Stand 131

After acquiring the assets of Hinowa UK last year, APS is now the exclusive UK distributor for



Hinowa's Lightlift 20.10 Performance III S spider lift

the manufacturer's full range of products. On display will be a selection of Hinowa IIS Performance spider lifts including the 14 metre 14.70, 17 metre 17.75 and the 20 metre 20.10. Also on the stand will be mini-dumpers from Hinowa's tracked material handling HS range.

HLS: Stand 124

HLS, the Bluelift, RAM, PB Liftechnik and Hugo distributor will show the 17.6 metre compact



The lithium hybrid Bluelift C22 spider lift

Bluelift SA18 and the lithium hybrid 22 metre C22 spider lifts. It will also feature the popular 20 metre RAM Gemini 20.35 PTJ truck mounted lift on a Nissan Cabstar chassis and might just have a Hugo stock picker if you ask.

Hugo: Stand 124 See HLS

Hy-Brid Access Platforms: Stand 132

See The Access Platform Company

IAPS Group: Stand 126

The IAPS group was officially launched at last year's Vertikal Days following the merger of aftermarket specialist IPS and powered access distributor APS. The enlarged company now has three key divisions and will be spread over two stands - 126 and 131 - following the recent acquisition of Hinowa UK.

Its **Independent Parts Specialists** (IPS) division will introduce its recently-acquired Outtriggerpads brand, which supplies high quality spreader plates for cranes and platforms, including its Hi Viz range which alerts pedestrians of the potential trip hazard. The company is also the official UK parts distributor for Genie, Hinowa,



An Isoli PTJJ 36.29 truck mounted lift

Ommelift, UpRight, Youngman BoSS, Grove Manlift, Manitou, Pop-Up and Snorkel. One of its parts vans will be on the stand.

The **Access Platform Sales** (APS) division is the UK distributor for Hinowa, Isoli, Ommelift, Youngman BoSS, Wienold Lifte material lifts as well as offering Genie and Niftylift products on a retail basis. An Isoli truck mounted lift will also be on show - a 35.6 metre PTJJ36.29 mounted on an 18 tonne chassis.

Platform Service & Repair (PSR) offers aerial lift inspection, service and repair through a team of 23

mobile service engineers and three workshops in the West Midlands, East Anglia and Scotland.

Imer: Stand 135

Imer will exhibit its new three model IM80 series of self-propelled scissor lifts which is set to replace the current IT80 series. With platform heights of six, eight and 9.3 metres respectively the range includes the outdoor rated eight metre IM5980 EX. The new series is designed for both indoor and outdoor use, offers 230kg platform capacity, a one metre deck extension and new direct electric drive for longer

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An artists impression of one of Imer's new three model IM80 series of self-propelled scissor lifts

battery life. Other models on show include its Easy Up 5 push around scissor lift and outdoor rated 12 metre IT10122 EX self-propelled scissor lift.

IPS: Stand 126 See IAPS

Isoli: Stand 126 See IAPS

Iteco: Stand 135 See Imer

JCB: Stand 134A

Making its UK debut on the JCB stand is the newly upgraded 20 metre 540-200 fixed frame telehandler featuring an EU stage IIIB/ Tier 4 Interim engine. Other telehandlers on display include the 531-70 and 540-170 models and possibly the compact 515-40. JCB will also showcase its 300kg capacity Aerial Platform attachment suitable for its 540-140 and 540-170 telehandlers.



JCB's Aerial Platform attachment is suitable for its telehandlers

JLG: Stand 136

Vertikal Days will be the first chance to see JLG's new, top of the line mast boom - the 12 metre Toucan 12E+ with telescopic jib. Other products will include models from its RS range of slab scissor lifts and a 60ft 600AJ boom lift equipped with the company's SkyGuard secondary guarding system which features reverse functionality. The system is now available to retrofit to all JLG diesel booms manufactured from 2004. Finally the company will show the new 20 metre X20J Plus tracked spider lift with 230kg unrestricted platform capacity.

Liftlux: Stand 136 See JLG

Manitou: Stand 114

Manitou will have a selection of aerial lifts from its electric/ diesel range including its 10 metre

compact 100VJR mast boom and 15 metre bi-energy 150AETRJ-L boom lift. Weighing 2650kg the 100VJR is less than a metre wide and 2.82 metres in length.

Mantis Access: Stand 113

Mantis Access, the Oil&Steel distributor, is a division of tower crane manufacturer Mantis Cranes. In addition to the standard Oil&Steel products, Mantis produces special platforms, including the 21.12 Snake Smart boom mounted onto a Terex 4x4x4 dumper chassis.



JLG's 12 metre Toucan 12E+ mast boom



Manitou's 100VJR

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Making its European debut will be the 60ft MEC 6092RT

MEC: Stand 111

Vertical Days will be the first opportunity to see MEC's new 60ft 6092RT Rough Terrain scissor lift - which features a 7.5 metre ultra-deck platform - outside North America. Other notable exhibits include the 60ft Titan 60S big deck boom lift, the 32 and 40ft 3259ERT and 4069ERT Crossover compact



Multitel will launch its 23.5 metre MX235 truck mount at Vertical Days

electric Rough Terrain scissor lifts fitted with platform side tray and pipe rack and the 26ft 2684ES Speed Level.

Multitel Pagliero: Stand 115

Multitel and its UK dealer Access Industries will launch the 23.5 metre MX235 truck mount lift. Based on the 25 metre MX250 - which will also be exhibited - the MX235 offers up to 11.5 metre outreach and a flat bottom cage making it ideal for roofing and tree applications. Its end/mid cage mounted platform also keeps the machine's overall length down to a respectable 6.9 metres. Other models on show include its 16 metre Multitel 160 ALU truck



The new HR17N has an overall height of less than two metres

mounted lift and a 25 metre spider lift - possibly its SMX250.

Niftylift: Stand 120/121

The Niftylift stand as always will have a wide selection of units on show including its newly redesigned and updated 17 metre

HR17N narrow boom lift. This year Vertical Days will be the first public showing of its new range topping 86ft HR28 Hybrid self-propelled articulated boom with battery power pack. Other self-propelled models include a 17 metre HR17 Hybrid, a 15 metre HR15 4x4 and a 12 metre HR12N and the 12 metre SD120T self drive boom. It will also have a 15 metre 150T trailer mounted lift.

Oil&Steel: Stand 113

See Mantis Access

Ommelift: Stand 126 See IAPS

Palfinger Platforms: Stand 105/6

See Skyking

PB Liftechnik: Stand 124

See HLS

Platform Basket: Stand 116

See Promax

Pop-Up Products: Stand 138

See Snorkel UK

Power Towers: Stand 123

The leading low level lift producer Power Towers will show the new outdoor version of its award winning manually elevated Pecolift, alongside its original Power Tower and Nano range. Available as an

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Sumitomo**



SCX1000A-3 100 tonne

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TCC-1100 100 tonne

Full specifications on all our range of cranes can be downloaded from our website

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added option the wind rated Pecolift can operate on gradients up to three degrees and in winds up to 12.5 metres per second.

Power Scissor: Stand 132

See *The Access Platform Company*

Promax Access: Stand 116

Promax has just been appointed the UK distributor for Reedyk Compact Cranes and will use the show to demonstrate the company's C3412 articulated mini crane and C4405 pick&carry crane. The 4.25 tonne C3412 can handle 135kg at a 19.5 metre radius while the three tonne C4405 offers a maximum radius of 5.7 metres. As the Platform Basket distributor Promax will also launch the new 18 metre electric Spider 18.90 PRO-E spider lift with lithium ion battery pack.



Platform Basket's Spider 18.90 PRO-E.

RAM: Stand 124 See *HLS*

ReechCraft: Stand 132

See *The Access Platform Company*

Ruthmann: Stand 130

See *Access Sales International*

Skyaces: Stand 105/6 See *Skyking*

Skyjack: Stand 139

Skyjack will have a wide spread of models from its popular scissor lift range along with its growing line of boom lifts. This is the first opportunity to check out the company's two secondary guarding/anti-entrapment safety systems - the Mechanical SG-M and Electronic SG-E.



Skyjack's SG-E secondary guarding system

Skyking: Stand 105/6

UK-based GSR/Palfinger Platforms distributor Skyking is keeping very

tight lipped over what products it will have on show this year promising some surprises. So when you visit the stand expect to encounter a few new product launches. It is also worth noting that it has recently taken on the Easy Lift spider lift distribution in the UK and will have units on show.

Snorkel: Stand 138

Snorkel UK will use Vertikal Days to officially launch its new and enhanced nationwide service and product support operation led by after-sales support engineer Trevor Williamson. It will also have a range of Snorkel lifts including a 12ft M1230E telescopic mast lift, a 46ft A46JRT articulated boom lift, an electric S1930E scissor lift and a TL37J trailer lift.

Speedy Services: Stand 110

Speedy has been the event's rental equipment sponsor since the very first Vertikal Days with its mobile power division providing all of the power for the show and its events team supplying and installing the 750 metres of perimeter fencing as well as all of the pedestrian barriers around the showground.

Teupen: Stand 127

Teupen will show several models from its spider lift line up, but is keeping quiet about which models it will have on display.

The Access Platform Company: Stand 132

The Access Platform Company will exhibit its latest range of low



The new Skywinder Mini 250



The Terrain Master TC600 configured as a pole erection unit

level access equipment including the recently launched 4.5 metre Skywinder Mini 250 which offers an extra metre of working height. Other products on show include the Skywinder 150, Quick Step 200, Power Scissor 600 and Reechcraft's PowerLift PL 50 - all of which do not require any motors, batteries, hydraulics or pumps to operate. It is possible a few Hy-Brid Access Platforms models may even make an appearance.

Toucan: Stand 136 See *JLG*

Versalift: Stand 116A

Versalift will showcase 10 platforms this year, including its new 13 metre ETM36LF mounted on a 3.5 tonne Ford Transit. Other units of particular interest are the 24 metre VTX24 mounted on a 3.5 tonne Mercedes Sprinter and the nine metre LT23 mounted on a 2.6 tonne Peugeot chassis.

Wumag: Stand 105/6 See *Skyking*

Youngman: Stand 126 See *IAPS*

Cranes & Lifting

Amco Veba: ALLMI Village

See *Tip N Lift*

Atlas Cranes: ALLMI Village

See *ALLMI Village*

Autoguide Equipment: Stand 194

Autoguide Equipment will exhibit its custom-built Terrain Master TC600 configured as a pole erection unit. The 7.5 tonne tracked TC600 has been specifically designed to carry either a nine metre/tonne loader crane or a 20 metre aerial work platform. It has a top speed of 11km per hour and features full radio remote control as well as side, front and rear stabilisers.

Benazzato: Stand 191

See *Rossa Cranes*

Böcker: Stand 109 See *Kranlyft*

Broderson: Stand 159/190

See *Tadano UK*

Cargotec: ALLMI Village

See *ALLMI Village*

City Lifting: Stand 192

City Lifting is the UK dealer for Comansa flat top tower cranes and Artic Cranes with its Raptor articulated jib tower cranes. The company will have a Comansa 11LC 160 flat top tower crane on show.

Compact Lifting Equipment: Stand 119

CLE is the JMG pick&carry crane distributor for the UK and UAE, but looks unlikely to have any cranes at the show this year. The company will however demonstrate the HookCam wireless camera system which it also distributes. Designed to be attached directly to the crane's hook block the wireless camera transmits a live video stream to the operator's cab eliminating any blind spots.



CLE will exhibit the HookCam camera system

Cormidi: Stand 129 See *GGR*

Cranes UK: Stand 159/190

See *Tadano UK*

Effer: ALLMI Village

See *Atlas Cranes UK*

elebia: MP15 See *Red Plant*

Galizia: Stand 129 See *GGR*

GGR: Stand 129

Once again making full use of its stand GGR will exhibit 10 machines. Representing its Unic spider cranes will be a 10 tonne URW-1006, a 2.9 tonne URW-295 and a battery powered Eco-095 spider crane. Galizia will have its two tonne GK20 tracked mini crane and a 20 tonne GF200 pick&carry crane. Other



The Unic Eco-095 battery powered spider crane

products include Cormidi's versatile GKB19-4 Multipla which can be used as a spider crane, spider lift or underbridge unit, and an eight tonne Giraf Track MCC805 mini crawler crane. Finally it will feature a Paus Starworker 1200 trailer crane alongside two Oscar glazing and cladding vacuum machines.

Giraf Track: Stand 129 See GGR

Grove: Stand 152/3 See Manitowoc

Hiab: ALLMI Village See Cargotec UK

Hitachi-Sumitomo: Stand 135A See NRC

HMF: ALLMI Village See ALLMI Village

Hoefflon: Stand 192A See JT Cranes

HookCam: Stand 119

See Compact Lifting Equipment

JT Cranes: Stand 192A

Exhibiting at Vertikal Days for the

first time John Taylor Crane Services will show off a refurbished 10 tonne Kato MR100 city crane, along with a Hoefflon D12 tracked carrier which it offers for hire or sale. Intended for carrying heavy objects through areas with restricted access, the remote controlled D12 is only 420mm high, less than 800mm wide and can carry up to 1.5 tonnes.

JMG: Stand 119

See Compact Lifting Equipment

Kato: Stand 109 See Kranlyft

Kranlyft: Stand 109

As the European master distributor for Maeda spider and mini cranes Kranlyft is hoping to unveil the all-new MK1033C spider crane to the European market. Featuring a three section main boom and a three section articulated jib, the new model has a maximum lift height of 11.5 metres and working radius of just under 10 metres. As well as showing other MC and LC model Maeda mini cranes the company will have a four tonne Böcker AK44-4000 aluminium boom truck mounted crane - the largest in the manufacturer's range.

Liebherr: Stand 154/5

This year Liebherr will have three UK



JT Cranes D12 tracked carrier

The MK1033C spider crane



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Liebherr's recently launched 53K self-erecting tower - one of three cranes making their UK debut

'firsts' on its stand. These include the 300 tonne LTM 1300-6.2 with its ECOMode single engine design, the 130 tonne Liebherr LTM 1130 5.1 featuring the company's VarioBase technology and finally a world first, the new 53K self-erecting tower crane launched in March. They will be joined by the company's LTM 1040, LTM 1060 and LTM 1090 All Terrain cranes as well as its MK140 mobile self-erecting tower crane. Live demonstrations of Liebherr's VarioBase variable outrigger system will also take place throughout the show.

Link-Belt: Stand 135A *See NRC*
Maeda: Stand 109 *See Kranlyft*

Manitowoc: Stand 152/3
 Manitowoc will have its highly popular 300 tonne Grove GMK6300L on display - which has recorded close to 200 sales since its launch four years ago - next to the 100 tonne GMK4100L recently sold to UK crane rental company Berry Cranes. A Potain Igo 50 self-erecting crane will also be on show while Manitowoc's newly appointed Crane Care partner in Ireland - Irlequip - will be on hand. The company is also hoping to demonstrate the benefits of its new synthetic crane rope.

Mantis Cranes: Stand 113
 The specialist self-erecting tower



Neil Berry (R) of Berry Cranes taking delivery of the Grove GMK4100L

Meisterkran will be holding demonstrations of its heavy duty tracked crane and platform carriers



crane manufacturer shares the stand with Mantis Access but is not expected to show a crane this year.

Marchesi: ALLMI Village

See Tip N Lift

Meisterkran: Stand 140/150A

First time exhibitor Meisterkran is planning big things for Vertikal Days showing off its heavy duty tracked crane and platform carriers and transport platforms, with demonstrations on an adjoining plot.

NRC: Stand 135A

The UK Link-Belt and Hitachi crane distributor will exhibit a 100 tonne Link-Belt TCC1100 telescopic crawler crane alongside a 100 tonne Hitachi-Sumitomo SCX1000A-3 lattice boom crawler crane. A six tonne Maeda LC1385B will also be featured on the stand.

Penny Hydraulics: ALLMI Village

See ALLMI Village

Palfinger: ALLMI Village

See T H White

Paus: Stand 129

See GGR

Hird: Stand MP10

The Valla Crane and Winlet distributor is not planning to exhibit any Valla pick&carry cranes this year however it will have a stand in the Marketplace to showcase the 3B6 load systems.

PM Group: ALLMI Village

See ALLMI Village

Potain: Stand 152/3 *See Manitowoc*

Reedyk Compact Cranes: Stand 116 *See Promax*

Rossa Cranes: Stand 191

Rossa Cranes is the newly appointed distributor for Benazzato self-erecting and top slewing tower cranes and is looking for local partners for the rental market.

Spierings: Stand 151

Spierings will show and demonstrate its new seven axle SK2400-AT7 mobile self-erecting tower crane with 50 metre jib - the first two recently delivered to Bernard Hunter Crane Hire and City Lifting. It will also show visitors details of a new updated three axle crane - the SK375-AT3. Using the main structural components from the SK365-AT3 the crane has been fitted with a new Tier IIIB engine, a ZF Intarder transmission and

The 100 tonne TCC1100 telescopic crawler crane



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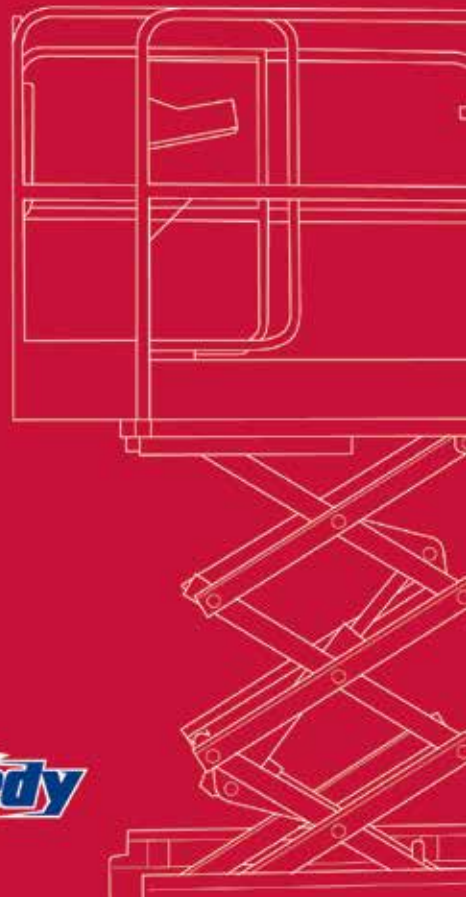
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UK Service Manager: Martyn Daykin Tel: 07809 832579		North West Truck & Marine Cranes Ltd Tel: 0538 755944	Derby/Nottingham Truck Loaders Ltd Tel: 01623 558222	South East South East Cranes Ltd Tel: 01932 254911	

www.pm-group.com

Wednesday 14th May 2014

Times	Meetings, Seminars & Workshops	Location
10.00 - 11.00	Higher Concept - one-to-one sessions on the Syrinx Hire and Asset Management system	Marketplace Seminar Room 2
11.00 - 12.00	inspHire 1-2-1 Customer Workshops	Marketplace Seminar Room 1
12.00 - 13.00	Higher Concept - one-to-one sessions on the Syrinx Hire and Asset Management system	Marketplace Seminar Room 2
12.00 - 14.00	CPA Stars of the Future	Park Suite
14.00 - 15.00	DEUTZ - New Engine Technology : what you should know	Marketplace Seminar Room 2
14.00 Start	ALLMI - Fleet Owners Operating Forum	Pre-register with ALLMI
14.00 - 15.00	inspHire 1-2-1 Customer Workshops	Marketplace Seminar Room 1
15.00 - 16.00	Higher Concept - one-to-one sessions on the Syrinx Hire and Asset Management system	Marketplace Seminar Room 2
16.00 - 17.00	inspHire 1-2-1 Customer Workshops	Marketplace Seminar Room 1

Thursday 15th May 2014

10.00 start	Top Service - Credit Circle Meeting	Newton Stand Café
10.00 - 11.00	Higher Concept - one-to-one sessions on the Syrinx Hire and Asset Management system	Marketplace Seminar Room 2
10.00 - 11.00	inspHire 1-2-1 Customer Workshops	Marketplace Seminar Room 1
10.30 start	UK Strategic Forum Plant Safety Group Forum Outreach Meeting	Tommy Whittle Stand
12.00 - 13.00	Higher Concept - one-to-one sessions on the Syrinx Hire and Asset Management system	Marketplace Seminar Room 2
12.00 - 13.00	inspHire 1-2-1 Customer Workshops	Marketplace Seminar Room 1
14.00 - 15.00	DEUTZ - New Engine Technology : what you should know	Marketplace Seminar Room 2
15.00 - 16.00	Higher Concept - one-to-one sessions on the Syrinx Hire and Asset Management system	Marketplace Seminar Room 2
15.00 - 16.00	inspHire 1-2-1 Customer Workshops	Marketplace Seminar Room 1

Exhibitor and Brand listing

Exhibitors/brands	Stand No.	DEUTZ AG	MP13	Kato	109	QW	MP14
3B6	MP10	Dingli	133	King Trailer	105	RAM	124
Access Industries	115	Dinolift	116	KNT Training	MP3	ReechCraft	132
Access Sales International	130	Easy Lift	105/6	Kranlyft	109	Reedyk Compact Cranes	116
Aerial and Handling Services	137B	Effer	ALLMI Village	Lectura	MP	Red Plant	MP15
Affordable Access	118	elebia	MP15	LEEA	MP16	RICOEurope	MP
Ainscough Training Services	MP8	Enterprise Workwear	MP4	Liebherr	154/5	Ritchie Bros Auctioneers	MP1
Airo	137B	Facelift	125	Liebherr Training Services	MP29	Rossa Cranes	191
AJ Access	112	Faraone	126A	Lifting Gear UK	158	Ruthmann	130
Alfa Access Services	MP21	Galizia	129	Liftflux	136	SafetyLiftinGear	147
Alimak Hek	137	Gantic	MP23	Link-Belt	135A	SFL Mobile Radio	MP25
ALLMI	ALLMI Village	Genie	149	Load Systems UK	MP7	Shield Batteries	MP24
AltumaMats	142	GGR	129	LSI	MP7	Skyaces	105/6
Amco Veba	ALLMI Village	Giraf Track	129	Maeda	109	Skyjack	139
Andover Trailer	150	Goldhofer	150	Manitou	114	Skyking	105-6
APS	126	GreenTek Solutions	142	Manitowoc	152/3	Snorkel UK	138
Ascendant Access	125	Ground-Guards	142	Mantis Access	113	Speedy Services	110
Atlas Cranes	ALLMI Village	Grove	152/3	Mantis Cranes	113	Speedy Training	MP34
ATN	128	GSR	105/6	Marketbook	195	Spierings	151
Autoguide	194	HBC-radiomatic	140B	Marchesi	ALLMI Village	SMIE	MP26
Benazzato	191	Hewden Training	MP2	MEC	111	Sunfab UK	ALLMI Village
Bettersafe International	MP33	Hiab	ALLMI Village	Meisterkran	140/150A	SWL	140A
Bizzocchi	122	Higher Concept Software	MP9	Mentor Training	MP11	Syrinx	MP09
Bluelift	124	Hinowa UK	131	Michelin Tyres	117	T H White	ALLMI Village
Böcker	109	Hird	MP10	Mitas Tyres	144	Tadano UK	159/190
Bravi	148	Hitachi-Sumitomo	135A	Motion Software	MP30	Terex Cranes	156/7
Broderson	159	HLS	124	Multitel	115	Teupen	127
Bronto Skylift	100	HMF	ALLMI Village	Myerscough College	MP31	The Access Platform Company	132
Cargotec	ALLMI Village	Hoeflon	192A	My Future My Choice	MP	The Tackle Store	147A
Carl Stahl Evita	MP18	Holland Lift	112	Niftylift	120	Timbermat	191A
CGS Tyres	144	HookCam	119	Nolim	147B	Time Versalift	116A
City Lifting	192	Hy-Brid Access Platforms	132	NRC	135A	Tinsley	143
CLE	119	IAPS	126	Oil&Steel	113	Tip N Lift	ALLMI Village
Comansa	192	IMA	126A	Omme Lift	126	Top Service	MP17
Co.Me.t	118	Imer	135	Orlaco	MP26	Total Logistics Training	MP6
Compact Lifting Equipment	119	Industrial Lift and Hoist	Entrance Tent	OTR Wheel Engineering	MP12	Toucan	136
Continental Tyres	144	inspHire	MP28	Pagliari	115	TPA	141
CoreRFID	MP5	Intellitec	MP19	Palfinger	ALLMI Village	Trackunit	MP32
Cormidi	129	IPAF	108	Palfinger Platforms	105/6	TVH	134
CPA	146	IPS	126	Paus	129	Unic	129
Crane Hotline	Entrance	Irlequip	152/3	PB Liftechnik	124	Universal Crane Mats	140C
Cranes & Access	Entrance	Isofi	126	Penny Hydraulics	ALLMI Village	Valla	MP10
Cranes Today	Entrance	Iteco	135	Hird	MP10	Versalift	116A
Cranes UK (Tadano)	159/190	James Troop & Co	MP27	Platform Basket	116	Vertikal Press	MP
CraneSafe	MP26	JCB	134A	PM Group	ALLMI Village	Welex	145
Crown Batteries	MP24	JLG	136	Pop-Up Products	138	Wienold	126
C-Tech Industries	MP22	JMG	119	Potain	152/3	Winlet	MP10
CTE	122	JT Cranes	192A	Power Scissor	132	Wumag	105/6
Custom Equipment	132	Kässbohrer	143	Power Towers	123	Youngman	126
De Lage Landen Leasing	MP20			PSR	126	ZT Harnesses	125
				Probst Handling	193		
				Promax Access	116		

Vertikal days



Lunch
12.30-14.30

ALLMI VILLAGE

- Atlas/Effer
- Hiab
- HMF
- Penny Hydraulics
- PM
- Sunfab UK
- T H White/Palfinger
- Tip N Lift

'Operator of the Year 2014' competition

MARKETPLACE

- 3B6
- Ainscough Training
- Alfa Access
- Bettersafe
- Carl Stahl Evita
- CoreRFID
- CraneSafe
- C-Tech
- De Lage Landen
- DEUTZ AG
- Enterprise Workwear
- Gantic
- Hewden Training
- Higher Concept
- inspHire
- Intellitec
- James Troop
- KNT Training
- Lectura
- LEEA
- Liebherr Training
- Lift Systems UK
- Mentor Training
- Motion Software
- Myerscough College
- My Future My Choice
- OTR Wheel Engineering
- QW Wheels
- Red Plant
- RICOEurope
- Ritchie Bros
- SFL Mobile
- Shield Batteries
- Speedy Training
- Top Service
- Total Logistics Training
- Trackunit

RACE COURSE

CATERING MARQUEE

Bronto
100

ALLMI VILLAGE
101-104

WORKSHOP
MARKETPLACE

Skyking
105-106

IPAF
Safety Zone
107-108

Kranlyft
109

City Lifting
192

NEWTON STAND MEETINGS
TOILET

BBQ/ Sandwiches

Probst 193 Autoguide 194

Speedy Services 110 **Niftylift**

MEC 111 **120-121**

AJ Access 112 **CTE** 122

Mantis 113 **Power Towers** 123

Manitou 114 **HLS** 124

Access Ind. 115 **Facelift** 125

Promax 116 **IAPS** 126

Versalift 116A **126A**

I.M.A. Faraone

Michelin 117 **Teupen** 127

Affordable Access 118 **ATN** 128

UCM 118A **GGR** 129

CLE 119

JT Cranes 192A **TOILET**



Haydock Meeting Rooms



OFFICE

SWL 140A MarketBook 195 HBC radiomatic 140B

KEY

- ACCESS
- CRANES
- TELEHANDLERS
- COMPONENTS/ELECTRONICS/OTHER

Demo Area

Meisterkran 150A

Andover Trailers 150

Spierings 151

Manitowoc 152-153

TOILET

Liebherr Demo Area

Liebherr 154-155

Terex 156-157

Lifting Gear UK 158

Tadano UK 159/190

Ruthmann 130 **Meisterkran** 140

Hinowa UK 131 **TPA** 141

Access Platform Co. 132 **Ground-Guards** 142

Dingli 133 **Tinsley** 143

TVH 134 **Mitas** 144

JCB 134A

NRC 135A

IMER 135 **Welex** 145

JLG 136 **CPA** 146

Alimak Hek 137 **Tackle Store** 147A

Aerial and Handling 137A **Nolim** 147B

Snorkel 138 **Bravi** 148

Skyjack 139 **Genie** 149

Timbermat 191A

Rossa 191B

ENTRANCE

CAR PARK



City Lifting's Spierings SK2400-AT7



One of Hewden's new Tadano 110 tonne ATF110-5Gs

a totally renewed hydraulic and electric systems. Complying to the latest regulations the crane achieves a 2014 construction year. The company says that the new crane is highly competitive with a 50 tonne All Terrain and will hopefully introduce the mobile tower crane concept to new users.

Sunfab: ALLMI Village

See ALLMI Village

T H White: ALLMI Village

See ALLMI Village

Tip N Lift: ALLMI Village

See ALLMI Village

Tadano UK: Stand 159/190

The big news for Vertikal Days is the launch of Tadano UK following the acquisition of Cranes UK by the manufacturer a few weeks ago. The company will have nine cranes from its ATF-G Global All Terrain crane line including the ATF40G-2, ATF50G-3, ATF90G-4 and ATF110G-5.



Terex Explorer 5800



On the Atlas stand - a heavy duty Effer 1405 8s+JIB6HD loader crane

Terex Cranes: Stand 156/157

Making it's show debut will be the 220 tonne Explorer 5800 All Terrain crane which features a 70 metre main boom and offers a maximum tip height of 103 metres. Terex claims it is the strongest and most compact All Terrain crane in its class. Joining it will be a 100 tonne AC100/4L, a 55 tonne 3160 Challenger and a 40 tonne AC40/2L. Staff will also be on hand to discuss the company's service, support and finance offerings.

Unic: Stand 129 See GGR

Valla: MP10 See 3b6/Hird

and advice will also be available from the ALLMI marquee, and the following member companies will be displaying their products:

Atlas Cranes:

On the Atlas Cranes UK stand will be a heavy duty Effer 1405 8s+JIB6HD loader crane. Mounted on 8x2 Scania chassis it's eight section main boom and six section heavy duty jib offers a maximum reach of 32 metres at which it can lift 1,160kg. It has a maximum lifting capacity of 31 tonne at 2.85 metres. Features include the company's CroSStab system which provides 360 degree stability and its Wind & Drive winch system which allows the winch to remain attached when the boom is stowed.

Cargotec:

Cargotec UK will have two Hiab loader cranes on show. The first is a Hiab 144e-2 loader crane mounted to the rear of a 26 tonne Mercedes chassis which has been designed specifically with the builder's merchant in mind. The second is

ALLMI Village

At more than 20,000 square metres the ALLMI Village will be totally dedicated to the promotion of all aspects of the loader crane market. ALLMI's 'Operator of the Year' competition will be the centre-piece, with manufacturer stands located around the perimeter. Guidance



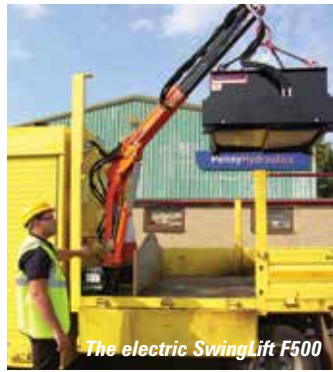
a heavy duty Hiab 622e which has been sold to UK Hiab operator Nortons. Both cranes have been fitted with Hiab's Hi-Pro operating system.

Effer: See Atlas Cranes

Hiab: See Cargotec UK

HMF:

HMF will have two new models on show including the 3220 K4 and 1530 K3. With a 2.17 tonne capacity, at 12.3 metres the 3220 K4 features continuous slewing and HMF's latest 180 degree Gas Swing Up outrigger system. The 1530 K3 can lift 1.18 tonne at a radius of 10.4 metres and has been fitted with the company's EVS (electronic vehicle stability) system. Additional features include remote controlled outrigger, EQC powder coat finish, its Power Plus link arm system and internally routed hoses.



The electric SwingLift F500

capacity of 300kg that can easily lift loads from ground level before unloading it onto the bed of a truck using a lightweight hydraulic crane.

PM Group:

On the PM stand you will find the company's bestselling loader crane in the UK - the PM 6526P. Part of the company's Platinum series the crane features radio remote controls, proportional compensated valve block, integrated oil cooler and the latest electronic and safety components. It is mounted onto a DAF CF 85 360 Sleeper chassis which was supplied and fitted by Bickford Truck Hire.

Sunfab UK:

Exhibiting at Vertical Days for the first time Swedish pump, motor and valve manufacturer will highlight its new series of single-flow pumps and high capacity variable piston



HMF 1530

Palfinger: See T H White

Penny Hydraulics:

Penny Hydraulics will exhibit an array of hydraulic and electric cranes as well as hydraulic loading platforms and tail lifts on two lightweight commercial vehicles. Of the 12 products on show it will have its new FV300/2 hydraulic spoil box system. With a maximum



Sunfab's SAP Alloy Bent Axis Piston Pump.

The 65026P - PM's top selling loader crane in the UK



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Ainscough Training Services provides a range of training for lifting operations

pumps designed specifically for loader cranes. The SAP fixed flow pump has an aluminium alloy housing making it lightweight and non-corrosive, while the SVH 130 variable pump is the most powerful addition to its range.

T H White:

Palfinger's distributor for England and Wales will have two models on show including the 59.4 tonne/metre PL 63002 mounted on a 32 tonne Volvo FM chassis with a heavy duty plant body. The second is a 16 tonne/metre PK16001K mounted on a 26 tonne Iveco rigid builder's merchant spec chassis. Both cranes were installed by T H White.

Tip N Lift:

UK bodybuilders and crane installation company Tip N Lift is the sole UK distributor for Amco Veba cranes as well as Marchesi's construction and timber cranes. Making its show debut the company will display an Amco Veba 950 46 TM loader crane and the new Marchesi M 13000 RS B4 Construction loader crane fitted with a servo-hydraulic system which offers hydraulic operation from either side of the platform.

Other - Service, safety, training & components

3B6: MP10

UK distributor Hird will exhibit 3B6 Load Systems for the retrofit market as well as systems for OEM manufacturers. Products include recoil drums, displays,

potentiometers, anti 2 block switches, data loggers, angle sensors and wind speed indicators. Hird also offers parts, service, calibration, overhaul and breakdown cover and installation.

Ainscough Training Services: MP8

Ainscough Training Services is one of the UK's largest independent training providers for lifting operations. The CPCS and CSkills Award accredited test centre specialises in training, technical testing, NVQ's and Experience Worker Practical Assessments as well as Enhanced Learning Credits (ELCAS) and Career Transition Partnership (CTP) for the Ministry of Defence.

Alfa Access Services: MP21

Alfa Access Services specialises in the repair, service and Thorough Examination of access equipment. It is also the UK service partner for Teupen, supplying original spare parts, training and technical backup.

AlturnaMats: Stand 142

See Ground-Guards

Andover Trailer: Stand 150

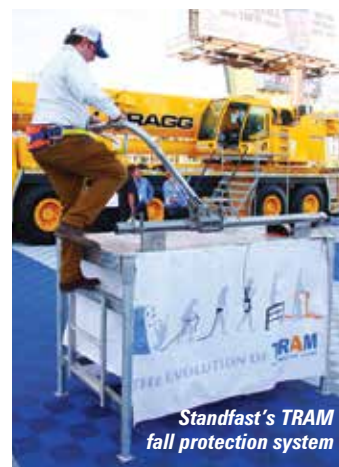
Andover Trailers provides tailor-made solutions for all manner of haulage requirements. The company is also the UK distributor for Goldhofer Trailers.

Betersafe International: MP33

Betersafe offers a range of fall protection equipment and systems. Of particular interest is its T-Line range of safety lines and Standfast's TRAM (Travel Restraint Access Module) which enables users to



walk on top of crane booms without the risk of falling. As well as being the master distributor for Standfast it distributes Kratos and Meridan Safety products.



Carl Stahl Evita: MP18

UK lifting and hoisting equipment specialist Carl Stahl Evita will display the latest permanent lifting magnets from Tecnomagnete which have lifting capacities of between 125kg and two tonnes.



C-Tech Industries: MP22

C-Tech Industries will highlight a selection of control boxes and replacement joysticks for a variety of aerial work platform manufacturers including Genie, Haulotte, JLG and Skyjack. It will also feature M&G battery chargers,

coil cord kits, decals and a full range of aerial service parts.

CGS Tyres: Stand 144

See Mitas Tyres

Continental Tyres: Stand 144

See Mitas Tyres

CoreRFID: MP5

Another newcomer to Vertikal Days, CoreRFID Lifting will exhibit its CheckedOK Lifting Inspection System. Using a range of visual, barcode and radio frequency identification (RFID) tags in conjunction with a handheld digital inspection form, the system provides a way of scheduling and automating inspection data collection. It can also provide inspectors and clients with immediate access to data, reports and certificates.



Using a range of tags CheckedOK provides a digital means to carry out inspections of equipment.

CPA: Stand 146

The Construction Plant-hire Association can help members with issues including Employee Health & Safety, Machinery Standards & Emission Control, Skills

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CraneSafe is using Vertikal Days to launch SMIE's new ProSite crane management system.

& Employment. The association's 2014 Stars of the Future Plant Mechanic Awards will also be presented at the show on the first day of the show.

Crane Hotline: Entrance Tent
USA used crane source guide and magazine.

Cranes Today: Entrance Tent
CraneSafe: MP26

Tower crane anti-collision specialist CraneSafe, part of the SMIE group, will display a range of anemometers, wind speed alarms and Orlaco hook-view/winch-view crane cameras. The key focus this year will be the very first demonstrations of SMIE's new ProSite crane management system

being launched at the show.

Crown Batteries: MP24

See Shield Batteries

De Lage Landen Leasing: MP20

International asset finance provider De Lage Landen will have finance specialists on hand to discuss tailored solutions for equipment manufacturers, dealers and distributors as well as special solutions for rental companies.

DEUTZ AG UK: MP13

As well as getting the chance to see DEUTZ AG's new Stage/Tier 4 TCD 2.9 L4 feel free to talk to the engine manufacturer about the latest diesel engine emission technology and the different types of technology being used to meet current and future emission legislation. A number of



DEUTZ AG's new Tier 4 TCD 2.9 L4 engine.



short seminars are also planned.

Enterprise Workwear: MP4

Enterprise Workwear is making its Vertikal Days debut this year. The company offers a wide range of office and corporate uniforms, safety or protective wear including hi-viz wear. Services include screen printing, machine embroidery, heat seal transfers and pre-customised stock.

Gantic: MP23

Norwegian battery charger company Gantic will exhibit its third generation GantiCharger system which delivers an individually measured charge for up to six batteries without damaging them by over-charging. Powered by a 220v-240v or 110v supply and



Gantic's GantiCharger

featuring an inbuilt de-sulphating function the company claims the charger will ensure batteries last up to three times longer than when charged conventionally.

Glasboy: Stand 129 See GGR

Goldhofer: Stand 150

See Andover Trailers

Ground-Guards: Stand 142

Ground-Guards will exhibit its lightweight temporary roadway system which comes with a lifetime guarantee when use with vehicles up to 120 tonnes. With each plastic sheet weighing 39kg, the panels can easily be handled and joined by two people to form site access roads, plant compounds or temporary car parks. They can also be stored and transported in the company's Safestore Stillage system.

HBC-radiomatic UK: Stand 140B

HBC will be showcasing its range of controllers including its recently launched spectrum E with HBC photon facility - in layman's terms - its live video feed controllers. One of the HBC's service vans will also be alongside the stand to provide

Ground-Guards temporary roadway system can be easily stored and transported





HBC will showcase its new live video feed remote controllers

a first-hand experience of the company's range as well as provide details on its on-site service and repairs offerings.

Hewden Training: MP2

Hewden provides a comprehensive range of industry accredited training courses covering all health and safety, powered access, crane and general plant requirements. Stop by to see how it can tailor courses for your company on site or at one of its training facilities across the UK.

Higher Concept Software: MP9

Producers of the rental management software Syrinx, Higher Concept is offering its customers free hour-long, one-to-one sessions on its Syrinx Hire and Asset Management systems. It will also showcase its latest production additions - Syrinx Dashboard and new Andriod Driver App - which launched earlier this year.

Hird: MP10 See 3B6

Irlequip: Stand 152/153

See Manitowoc

Industrial Lift and Hoist:

Entrance Tent

inspHire: MP28

Rental management software provider inspHire will demonstrate the new features of its rental software, including important enhancements to its Mobile and BI Dashboards. The company is

offering free, tailored demonstration on its benefits and will host workshops for current users.

Intellitec: MP19

Intellitec MV designs, manufactures and installs electrical DC /AC systems for builders, converters and fleet operators of specialist vehicles. Exhibiting in the Marketplace Intellitec will highlight its new IPLC-Jnr programmable multiplex control switching system. It will also have its new iCAN-Pro vehicle telematics system, which it claims is the first of its kind to communicate direct to the OEM vehicle manufacturers CAN network.

IPAF: Stand 107/8 See Introduction

IPS: Stand 126 See IAPS

James Troop & Co: MP27

Based in Runcorn, UK, James Troop is a family-run diesel engine, parts and service supplier. With OEM trained mobile and workshop engineers, the company specialises in engine repairs, overhauls and contract servicing to a wide range of market sectors.

Kässbohrer: Stand 143

See Tinsley Trailers

King Trailers: Stand 105/6

The company offers a wide range of specialist equipment, general plant trailers and truck bodies to standard or custom build specifications.



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KNT Training Limited: MP3

Exhibiting for the first time at Vertikal Days, KNT Training specialise in health and safety training. Training courses include IPAF, PASMA, fork lift truck, manual handling, abrasive wheels, crane, slinging and signalling, plant machinery, asbestos awareness and many more.

Liebherr Training Services: MP29

Liebherr UK's training division offers qualifications, assessments and training for a wide range of skills, including: appointed person, crane supervisor, slinger & signaller, crane operator, aerial work platforms, LICCON planner, the influence of wind on lifting operations and NVQs in relevant disciplines.

LEEA: MP16

The UK's Lifting Equipment Engineers Association (LEEA) will unveil the eighth edition of its authoritative Code of Practice for the Safe Use of Lifting Equipment (COPSULE), which has been completely redesigned and updated for 2014. The association will also introduce the latest edition of its User's Pocket Guide as



well as highlighting its 'TEAM card' registration scheme for workers qualified to undertake test, examination and maintenance procedures.

Lectura: MP Centre

Lectura produces a wide range of used equipment price publications and specification guides for both new and used equipment including aerial lifts telehandlers and other equipment.

Lifting Gear UK: Stand 158

Lifting Gear UK provides an extensive range of lifting accessories including beams, slings, man baskets and material handlings attachments as well as personal protection equipment and crane mats for hire or sale. It also offers LOLER inspection and certification services as well as repairs, service, bespoke fabrication and modifications of equipment.

Load Systems UK: Stand MP7

Based in Aberdeen, Scotland, Load Systems UK provides a range of wireless and cable based products and solutions to the crane and lifting industry. Products include crane safe load indicators, load cells, load pin shackles, wind speed sensors, A2B switches, data logging and tensiometers. The company also provides specialist

winch monitoring and data logging systems for the marine, offshore oil and gas markets.

MarketBook: Stand 195

MarketBook is the online destination for truck, farm, and heavy equipment buyers and sellers. Stop by the stand to preview its website and pick up a free publication.

Mentor Training: MP11

As one of the UK's leading training providers Mentor Training delivers IPAF, PASMA and ALLMI accredited courses from its centres or on

site. Visit the stand to discuss any operating training requirements or to receive best practice guidance on aerial work platforms.

Michelin Tyres: Stand 117

Michelin will show off its range of crane tyres, including its X Crane+ 525/80 R 25 and X Crane+ 445/95 R 25 tyres and for a chance to get a photo alongside the Michelin Man.

Mitas Tyres: Stand 144

Mitas Tyres is the sole manufacturer of Mitas, Continental and Cultor branded tyres. Visit the stand to



A range of spreader beams from Lifting Gear UK





find out more on the 445/95R25 174F CR-01 TL crane tyre and the 460/70R24 IND 159A8 TI-22 TL MI industrial tyre.

Motion Software: Stand MP30 Aberdeen-based operations and asset-tracking software company Motion Software will highlight its Motion Inspect software which covers the sale, hire, repair and inspection of lifting equipment. Available on all mobile platforms, including Android, iPhone, Windows 8 and Blackberry, the software improves the accuracy and speed of inspections and data reporting between inspectors, administrators and customers.

Myerscough College: MP31

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

My Future My Choice: MP Centre

My Future My Choice works with school children that are not traditionally academic to show them the wonders and possibilities of engineering, in particular with cranes and lifting equipment workshops. It will be organising several visits from local school children in order to help ignite an interest at an early stage.

Nolim: Stand 147B

Nolim was founded in 2007 to provide a wide range of outrigger



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A selection of QW's refurbished polyurethane coated wheels

pads and mats made from HMPE-500R (High Molecular Poly Ethylene), which is a lightweight and high-quality plastic, for cranes and aerial lifts.

Orlaco: MP26 See CraneSafe

OTR Wheel Engineering: MP12

OTR Wheel Engineering designs, manufactures and supplies a range of various wheels and tyres for all kinds of industrial and construction machinery. The company also has a service exchange programme for replacement wheels, tyres and fill.

PSR: Stand 126 See IAPS

Probst Handling Equipment: Stand 193

Back for a second year Probst will show a wide range lifting and handling attachments at the show including an SG80 mechanical block grab, a AKZ BF hydraulic block loading grab and a LG20 self-levelling pallet fork. It will also show a selection of vacuum slab lifters and stone magnet vacuum lifting devices.

QW Wheels: MP14

UK-based polyurethane wheel manufacturer QW Wheels has recently launched its new product division - QW Wheels for Lifting and Access. In just four stages its QW Refurbishment Programme re-covers worn wheels with refurbished



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Red Plant's *elebia* automatic crane hook

polyurethane coated wheels. The company offers this programme for all leading brand wheels, and is able to provide a number of different tread patterns.

Red Plant: MP15

Red Plant will once again set up in the Marketplace with its redesigned *elebia* evo20 crane hook which allows operators to attach and release a load remotely without needing to handle rigging or climb on to anything to release or connect a load. The hook is available in three sizes capable of lifting five, 10 or 20 tonnes.

RICOEurope: MP Central

Exhibiting at Vertikal Days for the first time, UK-based filter specialist RICOEurope offers a wide range of OEM oil, air, fuel and hydraulic filters and filter service kits suitable for heavy-duty plant, construction, agricultural, access and mining industries. The company has also

just launched its own range of RICO filters.

Ritchie Bros Auctioneers: MP1

With more than 40 auction locations around the world, including its UK site in Donington Park, Ritchie Bros sold more than 300,000 pieces of used equipment from 356 auctions last year. A popular option for buying and selling telehandlers, the auctioneers has also continued to make substantial inroads into

the crane and access markets.

SafetyLiftinGear: 147A

SafetyLiftinGear provides lifting equipment for rigging, material handling, height safety and other lifting requirements. The company also offers full after-sales service, including inspection and repairs.

SFL Mobile Radio: MP25

UK radio communication device provider SFL offers a full range of two-way radio equipment, accessories and spares from leading manufacturers. From a basic 'back-to-back' systems to fully integrated voice and data systems the company's systems are both available for purchase or hire.

Shield Batteries: MP24

Shield Batteries is the UK importer for Crown Batteries' deep cycle batteries which are proving increasingly popular with aerial lift manufacturers and fleet owners. The company has invested heavily to



Crown Batteries are proving increasingly popular with aerial lift manufacturers

add value to its deep cycle batteries with features such as thicker plates, more headroom for electrolyte and built-in Pro Eye to monitor levels.

Speedy Training: MP34

With more than 100 experienced trainers at over 200 locations nationwide the training division of Speedy Hire offers a wide range of operator, safety and skills courses.

SWL: Stand 140A

Making its return to Vertikal Days the Southampton-based company SWL Rope Lifting & Testing supplies a wide and extensive range of lifting tackle and equipment. It also provides inspections, services and certificates as well as maintenance and repairs on all lifting equipment.

Syrinx: MP09

See *Higher Concept Software*

Timbermat: 191A

Timbermat will exhibit its Emtek 31F timber mats which provide certified loading and deflection calculations. The 100 percent laminated timber mats, which the company claims out-perform those twice its

thickness, are protected with steel bumpers and treated with LifePro copper technology to protect and extend the life of the timber. Also on show will be tropical and oak hardwood mates designed to form a safe and robust temporary access roadway or working platform.

Tinsley Trailers: Stand 143

Trailer specialist Tinsley will show a 13.5 metre extendable low bed trailer suitable for carrying crane ballast. The company is also the UK distributor for trailer manufacturer Kässbohrer and will show a six axle K.SLH 6 hydraulic steering low-bed with 106 tonne transport capacity and a three axle K.SLL 3 low-loader which provides a ground clearance of 400mm as well as providing safe transport for heavy haulage goods up to a height of 3.6 metres.

The Tackle Store: Stand 147A

See *SafetyLiftinGear*

Top Service: Stand MP17

Credit information provider specialist Top Service will provide free demonstrations on its service along with a credit control drop-in service offering advice on current credit control procedures. It will also be keen to discuss its credit circle programmes.

Total Logistics Training: MP6

Total Logistics Training is a national training provider offering a wide range of driver, fork lift, health and safety and instructor training courses covering a wide number of industries.

TPA Portable Roadways:

Stand 141

UK-based temporary access and ground protection specialist TPA will showcase its range of heavy duty temporary aluminium roadways



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1/5 - 2009 TEREX RC40 42 TON 4x4x4 • Caorso



LIEBHERR LTM 1045-1
45 TON 6x6x6 • Ocaña



2008 TEREX DEMAG AC40-2
40 TON 4x4x4 • Ocaña



2006 TEREX A350 4x4x4 • Caorso

Auction Calendar

- ▶ Caorso, Italy
May 13, 2014
- ▶ Meppen, Germany
May 15, 2014
- ▶ Ocaña-Moncofa, Spain
June 4 & 5, 2014
- ▶ Donington Park, UK
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aimed at the crane hire, powered access and abnormal load sectors.

Trackunit: Stand MP32

Last month Danish fleet management system and telematics provider Trackunit opened its first UK branch in Reading, and is therefore launching at Vertikal Days. Be sure to ask how its GSM and GPS systems and safety solutions - available for cranes, access platforms, telehandlers, trailers and service vehicles - can increase profitability, customer satisfaction and security.

TVH UK: Stand 134

TVH is the one-stop shop supplying a wide selection of replacement parts, products, services and accessories to the telehandler, aerial work platform and agricultural sectors. At this year's Vertikal Days the company will exhibit personal safety equipment, ground support plates, rubber tracks, anti-theft systems, wheel covers and universal chargers. It will also have a scale model scissor lift demonstration to show how to calibrate, diagnose and configure the machine.

Universal Crane Mats: Stand 140c

The company specialises in spreading loads imposed by just about any type of equipment. With a strong emphasis on outrigger mats and ground protection plates it will be happy to discuss any ground bearing problem - routine or specific.

Vertikal Press: Entrance Tent

Specialist international publisher to the lifting industry, including Cranes & Access and Kran & Bühne magazines, Vertikal.net online news service and information database and organiser of Vertikal Days and other events.

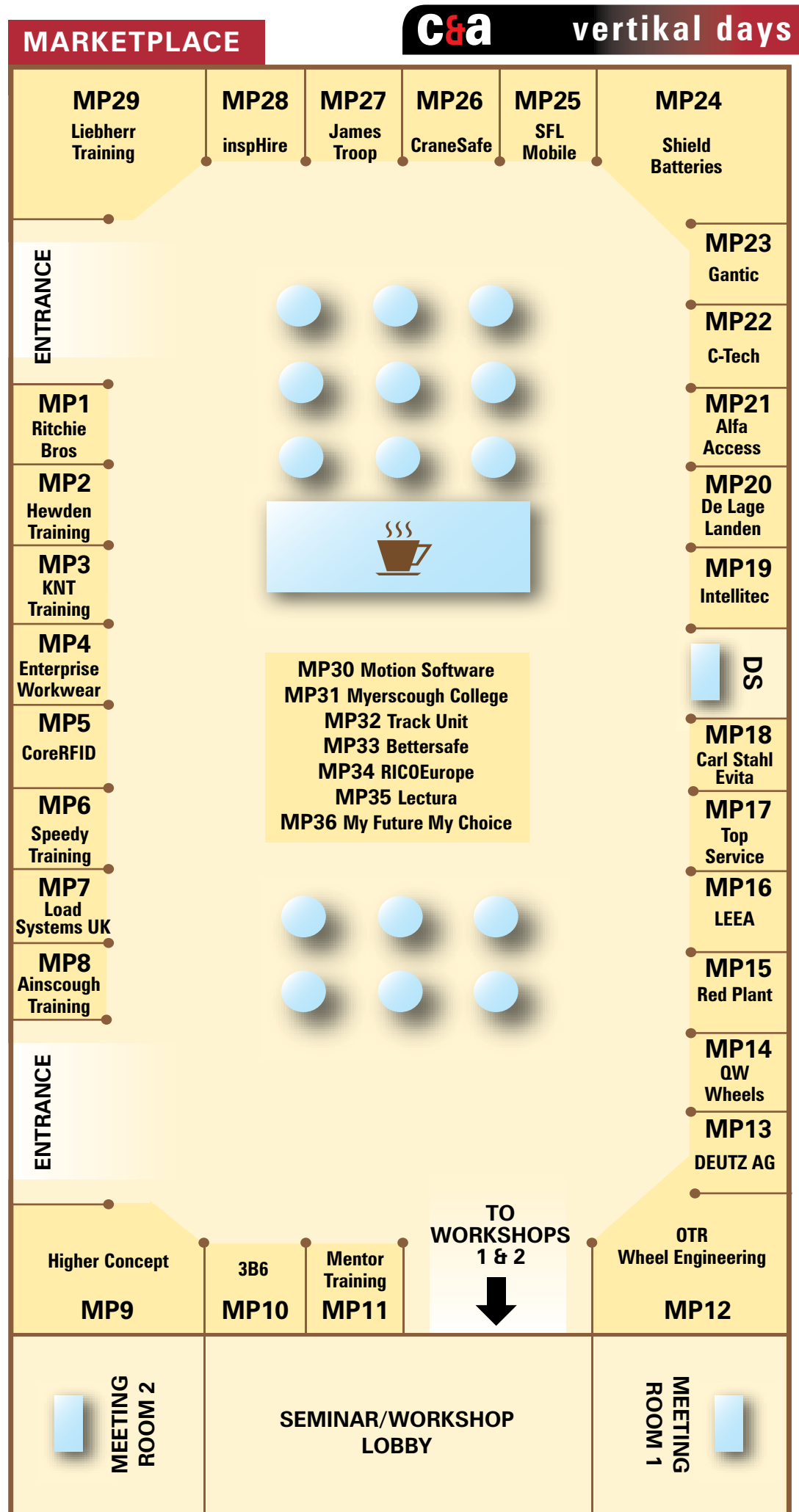


Welex: Stand 145

Welex has more than 50 years experience manufacturing crane mats from sustainable tropical hardwood in sizes varying from three to 12 metres in length the company has around 10,000 cubic metres of timber beams in stock and more than 30,000 mats available for hire.

Wienold: Stand 126 See IAPS

Winlet: MP10 See 3b6/Hird



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The come-back kid?

Don Ahern has been in the rental business all his life yet over the past three years or so has - for one reason or another - hardly been out of the headlines with his companies Ahern Rentals and Xtreme Manufacturing. Initially it was the two year battle to retain ownership of Ahern Rentals, after he sought protection under Chapter 11, and fought off a takeover and more recently when Xtreme Manufacturing took over Snorkel. Ahern spoke with Cranes & Access editor Mark Darwin in his home town of Las Vegas, about the past, present and future of Ahern Rentals, Xtreme Manufacturing and Snorkel...



By his own admission, Ahern is a risk taker and likes living on the edge. Like many in Las Vegas he is a bit of a gambling man and not adverse to borrowing money - Ahern Rentals currently has \$648 million of debt, raised to consolidate previous loans and fend off the attempted take-over. But this was not always the case, his parents started up in business in Las Vegas in 1953 (the year he was born) with a truck stop/rental yard on the site of the Stratosphere Tower at the end of the Strip.

During his early years Ahern spent all of his time at the 24 hour truck stop, which also did good



Don Ahern

business renting car coolers and selling trailers and renting garden landscaping equipment both of which were manufactured by his father. In the late 1950s the rental part of the business was separated, and moved a couple of miles away toward the older downtown area around Fremont Street. It became a stand-alone rental business run by his mother, while his father concentrated on the truck stop and gas station, although he would bounce back and forth between the two businesses all day.

In the 60s the truck stop was sold and the business focused on garden equipment rental - some of which was built by his father - as well as



A 1950s car cooler

the trailers and swamp coolers. For those from cooler climates or too young to remember, car swamp coolers were used before air conditioning, drawing air over a water soaked mat and reducing temperatures up to 20 degrees. Initially used to cool houses it was also adapted for cars and was very popular in the 1950s. The car cooler, a cylinder-shaped unit around 16 inches long (400mm) long, was positioned outside, secured by raising the window and air was forced into it by driving at speed. After circulating through the cooler the air was diverted into the drivers face. Within the cylinder was a rotating cage - the bottom sitting in water - which the passenger could spin every 10 minutes or so by pulling a string to give off a spray of mist.

"In the early days we used to rent these by the thousands although by the 1960s car manufacturers started including air conditioning and the market almost dried up overnight," says Ahern. "From then on we rented equipment, trucks as well as the locally made 'U-Haul type' trailers, which were then being sold across a wide area. Many of the trailers were built for a national trailer rental company called

Nationwide which rented them one way - and we got paid for every rental. So once we built a trailer we would never see it again, but the money would continue to come in. Unfortunately Nationwide went bust and we lost every trailer - it was a devastating blow to my father and the business."



With the trailer business gone his parents re-joined and started buying and renting hand tools, smaller concrete mixing and finishing equipment and later, small tractors and backhoe loaders. From a young age, Ahern was always on the look-out for new business ideas and



Ahern rentals trailers in the 1950s

opportunities. When scissor lifts started to appear in the 1970s all the new buildings in Las Vegas were using scaffolding. He immediately spotted an opening for this new type of access equipment, but had to find a way of paying for the new machines.

"Until going to college to study accounting between 1972 and 1975 I was working full time in the business," he said. "Unfortunately my father's poor health meant that I could not complete my studies and when I came back we had a few scissors and one boom. I wanted to expand this side of the business, but my father disagreed because he did not want to take on debt. So in 1978 I started my own scissor, boom and forklift rental business separate from the family. Without money it is difficult to grow a rental business. I purchased my first two scissors when I was 23 but because I could not get credit I borrowed \$12,000 against my house with a home equity loan - it was the only way to get into business - and bought two scissor lifts. I had to take a job in a truck stop as a mechanic, working from three in the afternoon until midnight and rented out the scissors on the side. I was a much better mechanic than an accountant," he says. "Eventually I quit the job and opened a construction equipment repair shop."

With the money made from repairing equipment he purchased a few more scissor lifts and then it snowballed. As his credit history improved Ahern managed to obtain a \$100,000 loan from a local Las Vegas bank and purchased his first boom and some more scissor lifts. As the first company in the area with access equipment, business was good.

"We used to put the platforms on the back of a truck and look for local building contracts using scaffolding and offer to leave the platform with them to try out," he says. "We converted lots of customers from scaffolding to access platforms using that sales method. When we first started renting platforms rental rates were very good so we paid the equipment off very rapidly. After 12 years of building up this business I bought my dad's company from the family, he retired and passed away four years later in 1994 - and even though we disagreed on many things we were very close. At that time my scissor/boom business was turning over about \$12 million and my father's was about \$6 million. I thought \$18 million a year was great - now it is around \$700 million!"

"One of the main breaks for us was the huge, disastrous fire at the MGM Grand Hotel and Casino (now Bally's Las Vegas) at the end of 1980 which killed 85 people - the worst disaster in Nevada's History and the third worst hotel fire in US history. The whole casino was gutted and needed refurbishing and I was able to secure a deal with a scissor manufacturer to supply 100 machines and these were all paid for on the contract. This took my fleet to 115 units, a big step up. I lived on that job as the machines were working 24 hours a day."

At that time I believe I was the only full-time mechanic.

Once Ahern Scissors & Booms had established itself in Las Vegas it expanded into Los Angeles the next closest largest city.

"Originally we had a machine called the Donkee Lift (Don and Keith were the owners). The company built thousands but had



Don with his dad John

serious problems with the scissor arms breaking, resulting in many accidents, injuries and deaths. Eventually all the lawsuits put them out of business. We were stuck with a load of machines which we managed to sort out and use for a while. Then we used Selma Manlift for the booms (later Grove Manlift) and in 1985 I switched totally to Snorkel - until they got into trouble in the 1990s after they had been sold- when we added JLG and Genie platforms. Today we have about 22,000 platforms, including 4,500 telehandlers (around 1,300 are Xtreme).

What's in a name?

Manufacturing telescopic handlers began in 1998, four years before it was known as Xtreme Manufacturing. Ahern bought the Oregon-based manufacturing company which produced Hyster designed rough terrain forklifts because "I didn't feel like I had enough expertise in the manufacturing side of the business. After 9/11 in 2001, business had 'gone to pot' so I closed the Oregon facility and relocated it to Las Vegas and changed the name to Xtreme. "The company was called Western

Attachment Company or WaCo for short. The name had two not so great connotations - waco and Waco. The 1983 a cult in Waco, Texas was suspected of developing drugs and hoarding firearms. Following a 50 day siege it ended violently with 82 people killed. Because of the negative name associations we changed to Xtreme Manufacturing, and began producing new products - high boom telehandlers - which are now sold almost exclusively to end-users in North America."

Xtreme still builds these rugged, simple, high specification machines which can cost around 15 percent more than those from the main manufacturers but, according to Ahern, last up to 30 years. Xtreme also manufactures the Cube modular building system which can create space for applications for offices, maintenance facilities, IT server rooms etc. It also makes the EZ loader truck beds with capacities from five to 10 tonnes. All Xtreme equipment is designed, fabricated and assembled at facilities in Las Vegas, NV and Selma, CA.

At Conexpo Xtreme displayed the new XS3212 scissor lift - a highly

The MGM Grand fire in 1980 was a big turning point for the company



Don on the Xtreme Manufacturing production line



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Downtown Container Park Las Vegas using Xtreme Cubes



An early Ahern Rentals facility

specified, 12ft, 32" wide electric scissor with four wheel steering - which Ahern says has been under development for more than five years. A simpler 'Snorkel' version of the scissor will be available later this year.

"I think we have done some special things on it such as the way we have developed the electric drive

system and electric steer," says Ahern. "There are no hydraulic hoses, fittings or hydraulic reservoir on the machine."

There are also plans for simpler Snorkel versions of the smaller Xtreme telehandlers - less than 12,000lb capacity which will be



Xtreme XS3212 Scissor Lift at ConExpo

sold through the Snorkel distribution network. The machines will be built for the global market, with a 2.5 metre overall width (Xtreme models are 2.65 metres wide). But Ahern says he has no interest in 360 degree telehandlers. While being part of the Ahern group, Xtreme Manufacturing is totally separate from Ahern Rentals and was not involved in any way with the Ahern bankruptcy that started at the end of 2011.

Chapter 11 problems

Ahern Rentals' 18 month bankruptcy story - which ended a year ago - has been covered in detail. But how did a successful company with \$51 million of liquidity end up in Chapter 11?

"During the boom times I would get credit, buy more machines and

set up new stores. By 2005 I had loans with about 38 different banks so we went to Wall Street and consolidated into bonds, raising a further \$300 to 400 million. However following the recession in 2008, revenues went from \$381



Xtreme XR6538 Largest Capacity Telehandler in North America Launched at ConExpo 2014

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million to \$275 million in less than 18 months. We were probably the fourth largest rental company in the US at the time, and therefore very attractive and very vulnerable as an acquisition target. Platinum Equity saw this as a weakness and with our bonds very attractively priced, it acquired 50.1 percent of them. When the bonds became distressed, the bond holders refused to renew and at that point I couldn't raise any more funds which were only available to AAA rated companies. We offered to buy the bonds back at full value but they refused saying they wanted to take-over the company."

"Platinum Equity was not the only company trying to gain control of Ahern, there were four others, however as Platinum gained the majority holding, the others formed a group with Platinum as the lead investor. At this point the only option I had was to file for bankruptcy to stop these guys foreclosing on the bonds. Technically we were not bankrupt but it was the only way to stop them."

"All in the battle lasted about two and a half years and we were in bankruptcy for around 18 months. I now realise that they wanted me to go into bankruptcy as they thought it was easier taking over a bankrupt company. Before the recession struck Ahern Rentals' EBITDA was \$160 million on revenues of \$381 million. So with loans of \$620 million we had a ratio of about 4 to 1. Over the course of 18 months this sank to \$46 million on \$275 million revenues, with a ratio of 13 to 1. It was at this point - where the value of the company was much less than the debt - that I had no choice but to expand and try and increase the value of the company. Our expansion strategy worked and from that point we were increasing profits month by month. By the end of 2011 we had reached breakeven point with EBITDA at \$77 million and still climbing.

Reasons for recovery?

At the worst point I couldn't liquidate because I was so far in

debt. Even if I sold everything I would have still owed money so I had no choice but to try and expand the business - a completely different philosophy to everyone else during the recession."

"Everyone else was cutting back and laying off staff and this helped with our expansion as good people and good facilities were available. Unlike other major rental companies we did not liquidate our fleet, so when business did come back we had the equipment, people and depots in place. We were also able to increase our rental rates without increasing inventory and that helped profitability. As we opened depots across the US, some were moving into profit within three months, well ahead of our expectations."

"By the time we emerged from bankruptcy we had reached an EBITDA of \$125 million and a ratio of 5.2 to 1. Typically anyone in bankruptcy with a ratio of 13 to 1 is doomed, but we were improving at a very rapid rate. Those forcing the takeover tried to claim the value of the company was less than the debt and therefore had no equity - at \$75 million EDITA perhaps - but at \$125 million there was no way, and the judge allowed extensions as the company's position was improving so fast. Today the company has an EBITDA of approximately \$140 million. Because of the company's growth and rising valuation, we were able to raise \$745 million, of which \$620 was used to clear the existing debt and enough to pay everyone off in full. This was the only situation where the result would be out of the judge's hands. Being able to borrow \$745 million meant that the company was at that point valued at about \$1 billion and this was raised with new bond holders and a group of six banks."

"I now realise that the financial system is so loaded against a bankrupt company. The judge was unfair and gave the new bond holders i.e. the takeover artists, the right to file a plan to takeover the company. If ever there was a time when a judge should protect a company that was experiencing such a fabulous recovery, it



In the photograph, taken during a tour of the Xtreme Manufacturing plant in Las Vegas at the recent Conexpo show are (L-R) Skyjack founder Wolf Haessler, Don Ahern, Snorkel founder Art Moore, Al Havelin - Snorkel owner 2002-2007, Daren Kell ex-CEO of Tanfield - Snorkel owner 2007-2013 and Enoch Stiff ex-CEO of Omnicup - Snorkel's owner 1997-2002.

Future?

should have been at that time. But fortunately we were able to trade out of the situation, not many companies can do that but our situation was unusual."

Snorkel acquisition

"A few months after we emerged from bankruptcy I heard that Snorkel was up for sale. I had built my whole career around two companies - Skyjack scissors and Snorkel booms - so was keen to be involved. At Bauma in 2013 I had various discussions with senior management and although they were already deeply involved with other parties they accepted my plan. I had thrown my name into the ring when Snorkel was previously up for sale, offering to be an investor, but was turned down - they wanted me as a customer not as an owner. I am really glad it didn't work out because I would rather be sole owner - currently Tanfield has 49 percent but we will take them out over the next few years."

"I will start by redesigning some of the Snorkel machines. A couple are good but they need to get back on track by being simple, reliable and long-lasting which is what they were known for. As a rental guy I want it simple - no oscillating axles, two wheel drive, and low hydraulic pressure etc. It is hard for a manufacturer to figure out what a rental machine should be - you have to know where to put the money in and where not to."

"This year Snorkel may have a worldwide market share of one percent, my five year plan is to increase that to five percent. With Ahern Rentals there is only one ratio that means anything - EBITDA. At our worst point we had a ratio of 13 to 1. Since then we have been improving month on month so that now that ratio is 4.4 to one. I would like it to be three to one, at which point we are in a position to be able to weather another major downturn. This figure should be achieved next year."

"Xtreme had no debt until it bought Snorkel but now has \$35 million, Xtreme and Snorkel revenues combined should be well over \$150 million, and in five years close to \$500 million. I plan to run Snorkel and Xtreme separately but the distribution and sales force will be the same. I also have my eye on at least one other manufacturing company this year or next in a similar sector. We have a group of people at Ahern constantly looking at acquisitions - if the price is right we buy - most of the time these acquisitions are not publicised. We will still be looking to expand Ahern Rentals' 80 depot network, with more greenfield sites as well as in store growth."

The last few years have been very eventful for Don Ahern. However he appears to have emerged stronger than before and has major plans for the future. I am sure he will feature prominently in the media over the coming years...

A Snorkel boom in the Ahern fleet 2003



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Another Summit

The IPAF Summit and awards dinner returned to the UK this year and as a result attracted a record number of delegates. The event was last held in the UK four years ago, moving to Amsterdam, Rome and Miami in the intervening years. The increasingly international event was held at the Beaumont Estate in Old Windsor, on Thursday April 3rd. Many of the delegates arriving the evening before attended a networking event at the Eton College rowing club at Dorney Lake - the site of the London Olympic rowing events. A number of the more adventurous attendees took the chance to go out on the course and received instruction on how to row in a team, with mixed results.

The following day the Summit and Annual General Meeting were held at the main venue and included a wide range of speakers, including Genie president Matt Fearon giving his view on the prospects and development potential for large booms and their safe operation. Bill Plummer, chief financial officer of United Rentals and his colleague Fred Bratman head of investor relations gave a fascinating talk on how to win investors and funding for your business, passing on their experience working for the world's largest equipment rental company.

Earlier in the day mastclimbers and aerial work platforms audiences were separated. In the aerial lift section, Mark Keily and Peter

Douglas of Nationwide Platforms discussed some of the problems that the UK's largest aerial lift rental company has experienced and the solutions and policies that have been devised to overcome them.

The audience was also treated to a series of videos and information on Brazil, as Antonio Barbosa, IPAF country manager attempted to both sell the business and lifestyle prospects of his country and lure delegates to the world cup later this year.

In the mastclimbing session safety, why operator training is vital and the latest regulations were examined by Kevin O'Shea, director of safety and training at Hydro Mobile, Bobby Reese from Mastclimbers LLC and Romina Vanzi IPAF MCWP department manager.



The Networking event



Bill Plummer of United Rentals

In the combined afternoon session David Miller, deputy chief inspector of air accidents in the UK gave an enthralling talk on how the Air

Accident Investigation Branch (AAIB) is organised, and how it goes about investigating accidents, monitoring and collating near



Getting people to work as a team was not easy



That's better



Members vote at the IPAF AGM



Mark Keily and Peter Douglas of Nationwide Platforms



Peter Douglas

misses and anonymous concerns. What became crystal clear to most of those attending the presentation

is that the AAIB's no-blame culture and complete independence from any other government body or

any prosecution role is a perfect model for conducting crane and access accident investigations. Miller related how an investigation team typically aimed to provide a preliminary report on an incident within seven days of the occurrence, posting its findings on the internet for all to see and then updating it anytime new facts or information is discovered.

The AAIB's role is purely to investigate an incident, while those who are responsible for prosecution, look at the publicly available reports and information, and using those, makes an entirely separate decision on whether there are sufficient grounds for prosecution. As a result there is no secrecy and no hiding facts in case they might prove useful in a prosecution, etc.. All of the delegates that we spoke to agreed that if the UK Government

- among others - were to adopt this well proven formula/format for investigating construction and industrial accidents the workplace would quickly become a safer and more open place.

Lies, damn lies and statistics

One other presentation well worth mentioning came from IPAF technical director Chris Wraith, who discussed IPAF's accident statistics and how some in the industry and the general construction media are misunderstanding the results that it publishes, from the increasingly successful programme. Too many people are taking the rising number of fatalities recorded in the statistics as an indication that more accidents are occurring. And yet the truth is almost certainly to the contrary. The higher number of fatalities shown in the numbers is purely down to the rapid increase in the number of companies inputting data and therefore a higher percentage of the actual incidents being reported than in the past. The misunderstanding is apparently causing some contractors to be concerned and consider returning to alternatives such as ladders or scaffolding, both of which are generally acknowledged to carry higher risks. Wraith therefore proposed that a new summary statistic be generated that might be easier to compare with other industries or with road or air accidents. This might be based on the number of fatalities per machine day. Taking the estimated worldwide rental park - now almost a million machines - and dividing it by the estimated average utilisation currently achieved to give a total number of days operated which can then be divided by the number of fatalities to give fatalities per



The IPAF Council



David Miller
of the AAIB
accident
investigation
division

thousand days operated. On this basis the figures suggest that using an aerial work platform for working at height might even be safer, or as safe, as flying on a scheduled commercial aircraft flight. It is certainly a great deal safer than driving to work or taking the train. The effort to develop a comparison is ongoing and input from all those interested would be much appreciated.

The evening was of course reserved for the annual IPAF IAPA awards dinner, with almost 450 attending the sell-out event. Comedian Dominic Holland compered the award presentation and was highly amusing, while keeping the award presentation moving along at a much appreciated brisk pace.



Hans Aarse
receives the
president's
award from IPAF
president Steve
Couling

The winners were:

- Low level product of the year - The Pecolift from Power Towers
- Mastclimbing product of the year - Scanclimber's Double Decker
- Vehicle mounted product of the year - The 72 metre Ruthmann Steiger T720
- Self-propelled boom product of the year - Genie's 180ft SX180 telescopic boom
- Contribution to safe working at height - Peter Douglas of Nationwide Platforms in the UK
- Powered Access Pioneer award - Galmon Singapore and Desmond Ong
- Innovative use of access equipment award - Fraco mastclimbers of Canada
- Access rental company of the year - AFI-Uplift of the UK
- Instructor of the year - Tony Radke of NES Rentals - USA
- Training centre of the year - Mills Rental of Brazil
- Outstanding customer service award - Access Plus of the UK
- The IPAF president's award went to Hans Aarse for his work establishing IPAF in the Benelux region.

And finally, the Life Time Achievement award was presented to Mike Evans, an interview and career review for Evans was published in the March issue of Cranes & Access.



Finally in a closing statement that many attendees missed as they headed for the bar, the location for the 2015 IPAF AGM and Summit was announced and will return to the USA for the second time in two years being held in Washington DC on March 26th.

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The incident occurred at the Broomfield Hospital in Essex

Fatality costs firm £255,000

Bouygues UK has been fined £175,000 plus costs of £80,000 after banksman Guilherme de Oliveira, 44, died during a lifting operation in strong winds at Broomfield Hospital, Chelmsford in November 2008.

Oliveira and another banksman were tasked with unhooking the lifting chains from concrete beams being lifted by a tower crane and placed between two supporting towers. As the weather deteriorated and wind speeds increased to more than 72 kph, one of the beams was caught by the wind causing the crane's slew brake to slip as the crane weathervaned. Oliveira was attempting to disconnect the chains from the beam at the time and was crushed between the beam and adjacent tower, sustaining fatal injuries.

The HSE investigation found that although the tower crane had been fitted with a wind speed sensor, providing data to the operator and the managers supervising lifting operations, it was not being monitored at the time of the incident. It concluded that there was inadequate planning and supervision of the work and that had a suitable management procedure been in place and followed, the deteriorating weather conditions could have been assessed and a determination made whether to take the tower crane out of operation or not.

HSE inspector Dominic Elliss, said: "Although the judge was not satisfied that the company's failings were a direct cause of Oliveira's death, there was a systemic failure where a risk of serious injury was foreseeable. Lifting operations can be hazardous and appropriate standards are clearly set out in both the regulations and industry guidance. There is no excuse to ignore them and I would urge all those undertaking such work to review the effectiveness of their own controls to ensure safety on site."

FASET launches rigger course

FASET, the trade association for the fall arrest and safety net rigging industry, has launched a new Specialist Rigger Safety Net Course for those needing to access open steel work to rig safety nets. Developed in collaboration with the National Access & Rescue Centre (NARC) and in cooperation with the Health & Safety Executive, the four day course provides qualified CSCS trained riggers both classroom and practical sessions on Work at Height Regulations, elementary rigging techniques, how to move safely along beams, caring and maintaining equipment, rescue methods and suspension trauma.

Tony Seddon, FASET secretary, said: "It is vital that managers and supervisors understand the limitations and techniques associated with this method of working and most importantly, how to decide whether it's the right method for the task in hand. This course gives them the knowledge and expertise they need to make that decision."



FASET has launched a four day training course for CSCS trained riggers



An artist impression of JLG's new customer training centre

JLG expands training centre

JLG is expanding its customer training centre in McConnellsburg, with a new \$2.5 million, 1,400 square metre facility. Set to open this summer, it will feature a larger bay to accommodate more machines and participants undergoing hands-on training, as well as a six acre obstacle course designed to provide hands-on driving and operating skills.

The proving ground/obstacle course will simulate a working construction site and participants will be assigned loads to move, obstacles and hazards to manoeuvre around and over, including slopes, grades, and telegraph poles with simulated power lines. The aim is to help participants master equipment operation as they learn to overcome some of the more difficult challenges encountered on jobsites. The expanded indoor space will include upgrades to existing classrooms, featuring improved audio visual equipment and a new break and refreshment area.

Poor scaffolds cost £20,000+

ASW Scaffolding of West Hagbourne, Oxfordshire, was fined £15,000 plus £5,438 costs for unsafe scaffolding in Oxford and Wantage in 2012 and 2013. The Wantage scaffold was discovered in July 2012 with missing

ties, bracing and vehicle impact protection which placed members of the public at risk. Remedial work was carried out and approved. However on 28th March 2013 an HSE inspector witnessed an ASW employee working on a partially-completed scaffold with no guardrails or fall prevention features on the Banbury Road in Oxford, triggering the prosecution.



The Wantage scaffold

Who trained him then?



Spotted in Maaseik, Belgium is a man using a rather suspect looking loader crane to lift a pallet which he is sat on to carry out work approximately five metres off the ground.

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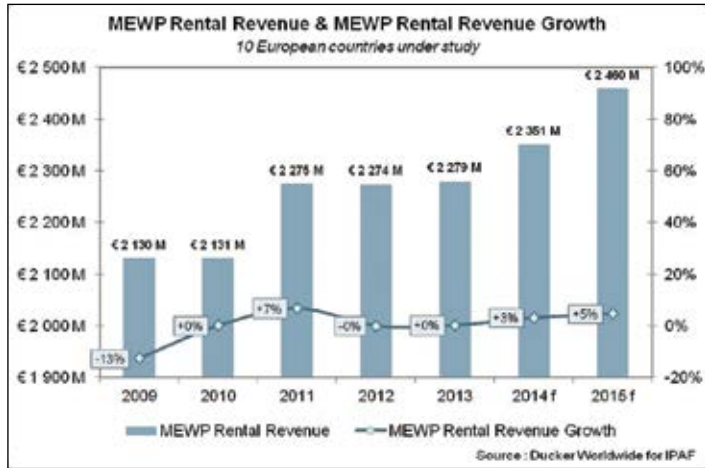
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Aerial work platform rental revenue and growth in Europe

Latest results from IPAF's annual rental market research indicate that the European aerial work platform rental market remained stable in 2013, continuing the trend in 2012, however, that strong differences exist among the 10 countries under study: Denmark, Finland, France, Germany, Italy, the Netherlands, Norway, Spain, Sweden and the UK.

Germany, Norway, Sweden and the UK all achieved positive growth with rental revenues increasing around five percent. The UK rental fleet now appears to have reached its pre-recession levels, however rental companies remain cautious.

In the US the rental market is rebounding more rapidly with growth of around 10 percent in 2013. For the first time the report includes results from research into the Chinese market.

The IPAF US and European Powered Access Rental Market Reports 2014 include forecasts for growth and fleet composition in the coming years, and an estimate of the size of the aerial work platform rental fleet worldwide, with a breakdown by region and by machine type. The US report also covers Canada. The two publications can be purchased at: www.ipaf.org/reports

PDS draws 640 instructors

More than 640 IPAF instructors and training centre staff attended Professional Development Seminars (PDS) across 17 countries in eight languages over the past few months. The annual PDS event ensures that IPAF certified instructors remain up-to-date with legislation and training.



Through attending the event, they gain Continuing Professional Development (CPD) points, necessary to maintain their IPAF instructor status. This commitment to continuous learning is one of the unique features of the IPAF training programme.

Seminars in the UK will be held this year on 30th September for the North and on 4th November for the South. Watch for details at: www.ipaf.org/events

East Midlands regional meeting

The IPAF East Midlands Regional Meeting will be held on 8th May at 18:30 at Sketchley Grange, Burbage, Hinckley, Leicestershire LE10 3HU. This meeting will be hosted by Loxam Access and inspHire. Book your place now at www.ipaf.org/events

Europlatform in September

The Europlatform access rental conference will be held on 25 September in Köln, Germany. Details at www.europlatform.info



Riwal senior managers taking IPAF's MEWPs for Managers course at its strategy meeting

Riwal managers certified

Several members of the Riwal management team have successfully completed the IPAF MEWPs for Managers course, enabling supervisors and managers to prepare for and safely coordinate the use of various types of aerial work platforms on site.

Senior managers, including Riwal chief executive Norty Turner, attended the course which was conducted by IPAF certified instructors Robin Monster of Riwal and Jur Kamsteeg, IPAF's Benelux business development manager. The course was held as part of Riwal's strategy meeting in the Netherlands, and the entire management team successfully attained their certification.

Turner said: "At Riwal the reason that we exist is to achieve the

highest levels of safety, productivity and service through our people. Our business is founded upon safety, and it is an absolutely critical element in everything we do. This course is an excellent educational tool, and Riwal is committed to supporting and promoting it to its customers."

IPAF's MEWPs for Managers course is available from approved training centres worldwide in English, German, French, Italian, Dutch, Spanish and Portuguese. The one-day course is not about operating equipment, but about planning, supervising and effectively managing the use of aerial work platforms on site. It ends with a written test that candidates must pass in order to obtain a certificate. More details can be found at: www.ipaf.org/m4m

IPAF staff take the PAL+ challenge

IPAF staff members Susan Foster- training operations coordinator and Lynn Price - audit and QC manager, became the first IPAF staffers to successfully complete the PAL+ advanced operator course, following some preparatory training.


IPAF certified instructor Gary Phillipson from Facelift conducted the course at Facelift's indoor facility in Liverpool.

"The PAL+ course is quite a challenge for operators, let alone office-based employees who do not operate equipment on a daily basis," said Price. "But it was a very worthwhile educational experience and we learnt a lot."

PAL+ is an optional, additional one day category-specific course aimed at operators working in higher risk or challenging environments. More details at: www.ipaf.org/palplus



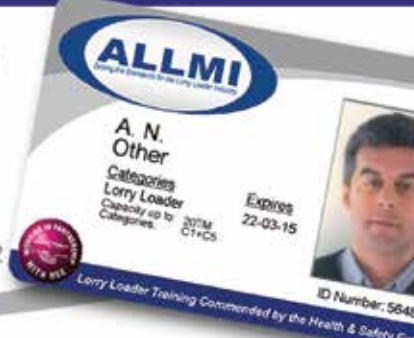

IPAF staff complete the PAL+ course at Facelift's facility in Liverpool



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Pre-operational checks campaign

ALLMI has launched an industry-wide campaign on the subject of pre-operational checks of lorry loaders.

As a key part of its campaign and in order to raise awareness and improve industry practice in relation to this important topic, ALLMI has made the following tools available:

- A web-based video titled 'Pre-Operational Checks'. Broken down into three sections, the video covers the most common loader crane applications. Available to view on the TV area of the association's website, ALLMI is also happy for companies to upload the video to their websites.
- A ready-made toolbox-talk template for use by supervisors and managers which can be downloaded from the Guidance Documents area of the ALLMI website.
- Pre-Operational Check Pads, each containing 30 duplicate sheets in which the top copy tears out for the operator to keep in the cab. When folded in two, this fits neatly into an ALLMI branded self-adhesive windscreen holder and the reverse of the check sheet then forms a notice in the cab-window, which clearly shows whether the crane has passed its inspection. Contact ALLMI to order these pads and holders.

ALLMI chief executive, Tom Wakefield, said: "We would encourage all industry stakeholders to take on-board the message of this campaign. Fleet owners should ensure that the toolbox-talk is carried out at the earliest opportunity, that operators have the chance to watch the video which is relevant to their sector or application, and that the training being provided incorporates the campaign's core information. We would also encourage them to review their current documentation and procedures in relation to this issue."



The check sheet is completed



The duplicate is separated



The completed check sheet is slipped into a windscreen mounted display holder

ALLMI fleet owner meeting - 14th May, Haydock Park

The date has been confirmed for ALLMI's first Operators' Forum meeting of 2014. Being held as part of the Vertikal Days show at Haydock Park, the meeting on 14th May will provide an excellent opportunity for fleet owners to be updated on and have input into a wide range of lorry loader related issues.

Pre-registered non-members are welcome to attend. For further information contact ALLMI.



ALLMI Operator of the Year 2014

ALLMI Operator of the Year Competition 2014



- ALLMI Village, Vertikal Days Show, Haydock Park Racecourse, 14th / 15th May.
- £250 cash prize for the winning operator.
- Use of the "ALLMI Operator of the Year 2014" logo for the operator's employer.
- Free ALLMI training course for the employer (potentially worth over £4000).

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

Tip N Lift joins the ALLMI Village

Loader crane installer and recovery industry specialist, Tip N Lift, is the latest ALLMI member to join the ALLMI Village at Vertikal Days.

Tip N Lift's managing director, Tom Gallagher, said: "We have seen the show grow and develop over the last few years and it's clear that Vertikal Days is now established as the most targeted networking and promotional event in the lorry loader industry's calendar. Due to the specialist nature of the show, visitors have a genuine interest in lifting operations and so we see it as an ideal platform upon which to promote our products and services."

Tip N Lift joins seven other member companies in the ALLMI Village, making it the biggest and best loader crane display at any UK based show. Located on plots 101-104, ALLMI Village exhibitors include:

- Atlas
- HMF
- PM
- TH White (Palfinger)
- Cargotec
- Penny Hydraulics
- Sunfab
- Tip N Lift

New Crane Supervisor course dates

As part of the on-going development of its Crane Supervisor training programme, ALLMI has announced the following dates for three further courses, all of which will take place in Alfreton, Derbyshire.

- 2nd/3rd June
- 2nd/3rd July
- 11th/12th August

Successful completion of the course results in full certification for the Crane Supervisor category. Please contact ALLMI for further details.

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Ringling the changes

As well as advocating the need to only use towers that comply with the minimum safety requirements of European product standard EN1004, PASMA is championing the flexibility of towers in a variety of different applications. Typical of these advanced configurations are large decks, bridging and façade tower structures, along with stepped, cantilever and high-level structures.

Typically a large deck structure comprises a series of towers joined together in two or more directions in a grid linked with bridging beams and platforms.

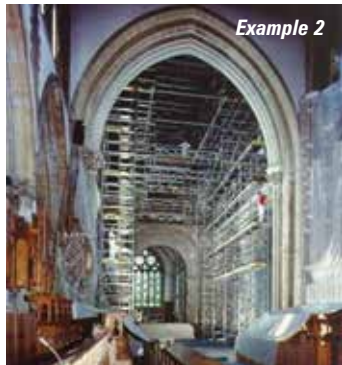
They are sometimes referred to as 'birdcage scaffold' or 'boxing ring'. In the first example (1), a mobile tower has been used to provide access to install insulation, wiring and a suspended ceiling in a large auditorium. It was the preferred solution for a number of reasons:



Example 1

- Access to the auditorium was very constricted
- The components could be assembled on a suspended floor
- The tower itself was very lightweight
- It could be built and dismantled quickly and easily
- It was fully mobile on rails to allow for multi-location working

In the second example (2), towers were used to provide access for extensive renovation work in a cathedral. A bridging structure was chosen to span objects that could not be temporarily relocated and to provide a working area over non-load bearing surfaces. The tower structure represented an effective and price competitive approach.



Example 2

In the third example (3), a stepped structure was utilised in which the end frames sat on different levels. It provided access for work over a swimming pool and had one end standing on the narrow surround and the other immersed in water standing on the pool floor.

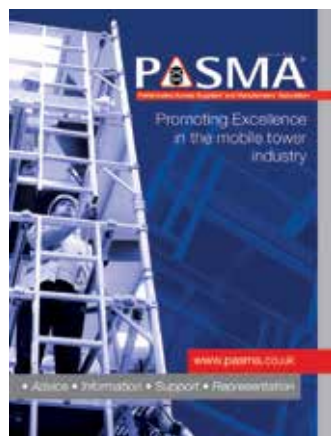


Example 3

A new leaflet showcasing the 'advantages, diversity and potential' of towers is now available from the association and can be obtained by emailing info@pasma.co.uk

Promoting excellence

PASMA has produced a new information pack highlighting the knowledge, advice, support and training available from the association. 'Promoting excellence in the mobile access tower industry' is free and can be obtained by emailing: info@pasma.co.uk



On course

The association currently trains in excess of 60,000 delegates a year, each of whom receive a PASMA certificate of competence and training identity PhotoCard - increasingly the only proof of tower competence accepted in the UK workplace.

A PASMA PhotoCard represents demonstrable proof that the holder has been trained to best practice standards based on the latest legislation and most current guidance which, importantly, PASMA plays a lead role in developing. For example, it was consulted extensively on the Health and Safety Executive's new and simplified guidance on working at height.

Delivered by the association's nationwide network of approved training centres, the courses currently on offer are:

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

Aimed at advanced users of mobile access towers and currently only available to PASMA Hire & Assembly members, a new course, Towers for Riggers, shows how to assemble, use and dismantle complex towers in a variety of different configurations.

For more information on any of the courses visit: www.pasma.co.uk



Which bits are you missing?

'Working at height: Which bits are you missing?' is the title of PASMA's presentation to be delivered by PASMA training director Don Aers in the CoreSkills+ stream at the 2014 IOSH Conference at Excel, London, on Wednesday, 18 June at 11.30.

Working in consultation with HSE, and in partnership with Hire Association Europe (HAE) and RoSPA, PASMA has launched a new campaign championing European tower standard EN1004 which highlights how choosing and using the right mobile access tower can make the difference between coming home safely or spending the day in A&E - or worse!

Aers will also explain how to specify, buy or hire the right tower equipment, and how to use it safely. More information on this can be found at: www.safety-health-expo.co.uk



If you want your tower case study to appear on this page, please contact michael.fern@pasma.co.uk for details.

Utilisation critical in tower crane selection

The Construction Plant hire Association (CPA) has warned companies to be more considerate of the actual work to be carried out when selecting a tower crane. The association's Kevin Minton said: "Tower cranes are not a 'one size fits all' solution, principal contractors and tower crane suppliers need to ensure that the cranes specified are suitable for the actual use to which they are put. Accelerated wear - and risk of collapse - can occur as a result of trying to use a crane for more intensive work than it was designed for."

The design of any crane is based on its intended usage. A crane which

regularly lifts loads, which are close to its maximum capacity, will need to have a more durable structure than one that mostly lifts loads that are well within its capacity. This relationship of average loads to maximum loads is the Load Spectrum Factor. The other factor affecting design life is the number of hoisting cycles anticipated over the life of the crane. A harbour crane carrying out high cycle work loading and unloading ships will complete many more cycles than a typical tower or mobile crane, and will consequently be designed with a higher Load Spectrum Factor and greater number of anticipated hoisting cycles.

A combination of corrosive environment and intensive use can be lethal

Metal fatigue is a complex subject and needs to take into account a number of other factors, such as the environment.

However, when the design life (combination of Load Spectrum Factor and Load Cycles) is approached, the probability of fatigue cracking starts to increase. These factors are very evident in the difference in design and build of a dockside crane compared to a general construction crane. The combination of intensive use and a corrosive environment brings a need for further diligence, as the combined effect of stress and corrosion are generally greater than the effects of stress and corrosion acting sparsely. As well as more frequent thorough examinations, they may require more frequent

Cranes designed for high load cycle duties, such as harbour cranes are designed and constructed differently



non-destructive testing to detect possible fatigue cracks, and material loss through corrosion.

The CPA's Tower Crane Interest Group is working with HSE, inspection bodies and contractors to draft guidance on this subject which is expected to become available later this year.

Increasing the average load by 25% will halve the crane's expected lifetime



Most cranes used in construction are designed to meet the requirements of a relevant standard such as those produced by FEM, DIN and more recently CEN - the European standards organisation.

These provide parameters for relating the Load Spectrum Factor and hoisting cycles, to the desired design life for the crane. A recent position paper from FEM - the European Materials Handling Federation, gives examples of the effect of average load and number of load cycles on the expected 20

year design life of tower cranes. One example shows that increasing the average load by 25 percent will halve the crane's expected lifetime. Similarly if the crane was specified for five eight hour shifts a week, and is then double shifted - with two 10 hour shifts, six days a week - the life of the crane will be reduced by a factor of three! From this it is clear that if a crane is used more intensively than its designer intended, its life can be significantly reduced, leading to fatigue and cracking of the structure far earlier than expected.

Double shifting can reduce a crane's life by a factor of three!

The implications of this begin at the planning stage for principal contractors and crane suppliers. If a tower crane is to be used for a high-intensity application, then a suitably sized crane should be specified from the outset. High load, high frequency operations include skipping concrete, moving spoil, or for use on civil engineering sites such as bridges, shafts and tunnels. An intensive use for a mobile crane could be dockside loading and unloading of oil rig supply vessels.

In the first instance, the duty to address these issues falls on the principal contractor, but advice from the crane supplier is also needed, and it is essential that full consultation takes place. PUWER requires that work equipment is suitable for the work intended,



particularly Regulation 4: the LOLER Approved Code Of Practice says that the selected lifting equipment should not be unduly susceptible to any of the foreseeable failure modes likely to arise in service, for example fracture, wear or fatigue. This applies not only at the start of the work, but must also take into account any changes in usage of the crane during the lifetime of the job.

Drilling from booms



The Skyreach drill attachment in action

Australian rental company Skyreach has developed a new drilling attachment for use on its boom lifts. The system incorporates a box truss frame to which the drill and linear bearings attach. This pivots through an arc of zero to 45 degrees to allow the drillers to operate through a range of motion most suited to the work site, and specifically rock faces.

A series of bearings fitted with custom made springs are attached to the 25mm shafts to absorb the side loadings generated by the air driven impact drill, which effectively prevent the energy transferring back to the platform or boom. In order to retain the standard weight and size of the boom lift's platform it was completely reconstructed using aluminium.

The company says that the compact attachment has been purpose engineered, thoroughly developed and tested to overcome problems experienced with boom



The compact drill attachment point

lifts when used for drilling, which include side loads and excessive weight on the platform causing excessive damage.

Currently available on the company's 86ft boom lifts the company said it is planning to adapt the drilling attachment for use on its 135ft boom lifts.

McKissick Split-Nut system

US hook block and lifting equipment company McKissick, part of the Crosby Group, has introduced a patented Split-Nut Retention System for the easy removal and inspection of hooks on its McKissick Easy Reeve crane blocks up to 100 tons.



Crosby's Split-Nut Retention System with its vinyl cover removed

The system complies with all conditions required by ASME B30, CSA Z150 and other crane standards for easy inspection of hook block components, as well as eliminating common issues of corroded nuts or threads. In order to remove the hook for inspection, the block is placed in a position that allows the shank end of the hook to be exposed. The protective vinyl cover is then removed, followed by the retaining and keeper rings. Once this is done the split nut halves can be removed, freeing the hook for removal from the block's trunnion.

The system, which is available in a variety of configurations as well as for retrofit to bridge crane blocks, 80 Series tubing blocks and larger hook blocks on request, allows for repeated installation and removal without the risk of damage and its zinc plated finish helps reduce or eliminate corrosion.



Axtec's latest Dynamic Series 5000 weighbridge

Axtec weighbridge

UK axle weighing system manufacturer Axtec has launched a new version of its Dynamic axle weighbridge. Compatible with existing Axtec software the Series 5000 is designed to provide a digital readout of individual axles, or the entire gross weight for all vehicle types up to 30 tonnes.

Measuring three metres wide and embedded into a prefabricated pit, vehicles can be weighed whilst travelling at speeds of less than

2.5mph up to 30mph - which removes any inaccurate readings that are caused by stopping and starting on compensating axles. Features include a 300 percent overload rating, the latest high speed processors for greater accuracy as well as a touch screen display and wireless technology. Additional options include manual or automatic vehicle identification, extra displays and internal or external printers.

Self-cleaning lens camera

Dutch safety camera system specialist Orlaco has introduced the AMOS 118° ATVC (All Time Vision Camera) - which features an in-built self-cleaning lens system.



Orlaco's ATVC camera

The camera is encased in a 360 degree rotatable glass tube powered by a step motor which, once activated, rotates against a rubber wiper. A small nozzle attached to a water hose within the casing also sprays water or wiper fluid on the glass tube to help remove any dirt or dust. Adjusting the position of the camera is a simple process which involves removing the casing before rotating the camera into the desired position, within 74 degrees from horizontal. With the cover removed the wiper can also be

easily replaced. With an operating temperature range from -40 to 85 degree Celsius the camera is shock and vibration resistant for usage on trucks and cranes.

The camera can either be purchased separately or as part of a system and installed by the customer or by Orlaco technicians. The full system comprises of the ATVC camera, a I/O control box with necessary wiring, a six litre reservoir, water hosing up to 11 metres in length and a monitor.

enquiries

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

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

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Liebherr LHM 500

The Liebherr LHM 500 is a mobile harbour crane with a maximum capacity of 140 tonnes, a maximum lifting radius of 51 metres and a Gross Vehicle Weight of 455 tonnes. This model by NZG is in the smaller scale of 1:87, due to the large size of the real crane. It is painted in the colours of Wallmann & Co, which has operated at the port of Hamburg since 1922, and it comes with an instruction leaflet describing its assembly and operation.

The 20 sets of wheels are finely detailed for the scale with nice rubber tyres mounted on detailed assemblies. Each wheel set can be individually steered so all the modes of the real crane can be replicated on the model. Large metal spreader plates can be lowered to support the crane during lifting.

The crane body and counterweight are metal and the graphics and paint scheme are very nicely finished. Metal handrails and lights add to the quality feel and the grilles on the boxes above the engines look good. The tower is also metal.

The large lattice boom is cast in two parts and it is really well made and painted. The two sections pin together and are secured by clips

which work very well. At the boom tip there are metal sheaves and a dolly wheel for when the boom is lowered to the ground. The luffing cylinder works well and a full range of boom movement is possible. Boom positions can be secured if necessary by tightening the screws at the boom pivot point.

The hook is metal and heavy so it provides good tension on the rope, even with two falls reeved. A hole in the body allows the winch to be accessed with a key. The winch has two separate lengths of thread and the hook can be raised and lowered maintaining reasonable level.

This is really a very good model considering it is 1:87 scale, and it has a high metal content. The paint quality and graphics are very good and it looks impressive on display. It can be obtained in Liebherr colours from the Liebherr webshop for €150, with this limited version colour scheme available from dealers for rather more. To read the full review of this model visit www.cranesetc.co.uk

An impressive model



Cranes Ect Model Rating

Packaging (max 10)	8
Detail (max 30)	22
Features (max 20)	18
Quality (max 25)	22
Price (max 15)	8
Overall (max 100)	78%



The Liebherr LHM 500

Travelling on the wheels



Pads down

Metal handrails





Alexander Knecht of TADANO FAUN GmbH and Joe Lyon of Cranes UK



CRANES UK BECOMES TADANO UK!

During recent years, the TADANO brand has particularly enjoyed increasing attention and interest from UK and Irish crane rental companies. The reasons for this have been the improved quality and reliability of the TADANO product, the expansion of the product line, and skilled and competent customer support activities. All of this has led to growing market success and a high level of new All Terrain crane deliveries from TADANO.

With the retirement of the founders of Cranes UK, it became important to themselves and TADANO to safeguard the continuation of the company's operations in UK and Ireland and to ensure ongoing support for TADANO products and customer base in these countries.

As a result, a recent due diligence process between TADANO FAUN GmbH and Cranes UK resulted in the takeover of the shares and in the integration of the Cranes UK operations into the TADANO network.

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Letters



Dear Mark,

Your editorial in the March edition of C&A asks the question about one's willingness to fly in aircraft built in the 1970s.

Maybe that question would have better been asked of the RAF, given that the final flight of its VC-10s, introduced in 1962, only happened six months ago www.raf.mod.uk/news/archive/vc10-final-flight-26092013 refers!

Or even the Tristar fleet with the final flight just a week ago.

Both types of aircraft were ex-civilian, and had seen extensive commercial service since the first flights in 1962 and 1970 respectively. Some airframes just seem to hang in there.

Kind regards,

Simon

Simon Walker

Principal, I.E.T.S Ltd

Harness and lanyard uses

Dear Sir,

My Niftylift TM40 takes me to 46ft height, in the past four years, of 13 years of working from a basket, my opinion has changed drastically as I've felt strongly about having a harness on at all times and using the lanyard as well. The online opinion poll that you are running on this issue is general, for all work at height situations, yet I voted the third choice (Its not that simple/dont' know) and my reason is the case of the two elders in December at Baylor University in Waco, Texas.

That case needs to be investigated clear down to the lanyard latch mechanism, as mine had a catch in the release making it very difficult to unhook. When I found the cause of the catch I filed the stamped metal edge smoothly and lubed the channel it slides in doing both latch sets. Now I can get the latch open easily and quickly. This makes me wonder if the drowning victim had the same make of lanyard and the same problem I have dealt with.

Perhaps, time will tell.

Sherman Anderson

Model safety

Hi Leigh,

It was great catching up with you at ConExpo.

I read the March issue of Cranes & Access & would like to express my concerns with the review of the Fassi F1300RA on page 65, in particular the photo showing a man standing on top of the container. I know that it is only a model, however it is not a good look for your magazine, especially when your website highlighted a man riding a container under the banner "Riding containers in Sochi" dated April 4, 2014.

Otherwise I enjoyed reading the magazine on a very wet Saturday afternoon.

Regards,

John Gillespie

Managing Director

Gillespies crane & access

Sydney, Australia

Mr Gillespie makes a very good point, we completely missed this photograph - being too close to it perhaps. We will in future be checking photos for the model page as critically as we do others, especially as this is one area where we and our model reviewer Ian Webb have full control, and where recreating a particular scene is not too arduous.

Ed

The incident that Mr Anderson refers to concerns two men working from a boom lift based on a jack up barge in the river Bezos, this January. The lift somehow slipped off the barge and sank. Both men were wearing harnesses and attached lanyards, even though they were working over water. One of the men did manage to unclip his lanyard and escape to the surface where he was rescued. The other died while still attached.

Our view coincides with that of Mr Sherman, in that it is not simple and straightforward. But we believe that it would help if associations, regulatory bodies and manufacturers all agreed a clear comprehensive statement on when and when not to wear a harness. While organisations such as IPAF have always clearly stated that harnesses and lanyards should NOT be worn when operating a lift over water, many contractors have a simplistic 100% harness lanyard ruling when working above ground - no exceptions and strictly enforced. It is not that simple. As to the lanyard clip we think Mr Anderson makes a first class point and it makes one shudder to think what might have occurred.

Ed

Long term storage of tower crane sections

Dear Leigh,

I was recently asked if there were any manufacturer protocols for the storing of tower crane tower and jib sections that are explicitly set for long term storage away from construction sites over there in Europe?

I find that most often here basic rigging and lay-down techniques dominate. If you can put me on to any such instruction I would appreciate it. I'm wondering if they get specific on dunnage placement and/or dimension, etc... As well as tie-off protocols or if powered access use is anticipated.

I once had to rework a 1425 Richier that was stored on dunnage at each end, but not in the middle, small cracks had developed in the centre of tower sections, I believe simply due to them 'bellying' while held in storage over a number of years. These had not been stacked.

Also is it just up to manufacturer specifications as to how high you can stack horizontal tower sections upon one another, or are you aware of any protocol that addresses this issue?

Looks like a welcome busy year here in construction in the Chicago, and northern Illinois/Indiana region. Hope all is good there as well.

Thanks,

John Rickert

Willmington, Illinois

If anyone can help on this issue we would appreciate it.

What's with IPAF?

Dear Sir,

Can you possibly explain to me what has happened to IPAF and how they can get away with calling this monopoly a non-profit charity? Why is nobody standing up and saying hey! I am paying your wages I am a part owner and yet I can't justify paying for the fancy hotels and locations where the AGM seems to be – Rome – Miami – Windsor and now Washington! Who decides all of this? I am xxxxxx sure that it is not most of those feeding furthest up the trough!

Why is nobody questioning all this? I thought we had a Council that approved these things? I have spoken to half-a-dozen people on the Council and none of them seemed to know how the AGM and summit ended up back in the USA. What are we Anglo American now? I am not alone in thinking the organisation management has completely lost sight of its raison d'être and the concerns of its members. Am I the only one that thinks this is all wrong? Well I know I am not.

This came in as an email in mid April. We responded asking if we could publish as a letter either attributed or not. Our correspondent initially said yes, but then came back and said that on reflection he decided to remain anonymous even though that was not "his style" as "he did not want to risk repercussions to his training business, "or be labelled as a trouble maker"

So we are publishing as originally received with the exception of one edit and a couple of typo corrections
Ed

Russ Guthery 1940 - 2012

One of the early access industry pioneers, Russ Guthery, passed away after suffering a heart attack at his home near Fresno, California, on Tuesday, April 8th. He was 73.

Guthery began his aerial lift career in Southern California with A-1 Machinery, which helped develop the Parker Lift after John Parker joined the company from Selma Lift (Later Selma Manlift and then Grove Manlift). Parker Lift morphed into Mark Industries, which went on to become a worldwide market leader for booms and scissor lifts.

As an engineer, designer and marketeer he worked with Dick Moyer at Mark Industries and then moved with him to Weber Products where they conceived, designed and manufactured the Bandit scissor lift range together with Placer telehandlers. His job was chief engineer. After shaking up the industry, Bandit ran into hard times and ceased production. The plans and some other assets were acquired in 1990 by truck mounted and utility lift company Condor/Calavar of Waco, Texas (Now part of Time-Versalift). Guthery joined Condor/Calavar and helped it develop a new range of boom and scissor lifts and remained with the company until he retired.

Guthery is survived by his wife Pat, three daughters, Debbie, Chick and Laurie, 11 grandchildren and nine great-grandchildren. The funeral service was held on Wednesday April 16th.

The following letter was received from one of his many work colleagues and friends:

"As far as a title or job description goes Russ covered a wide range, Conceptualiser /Engineer/Research & Development engineer/Marketeer. His accomplishments are too numerous to list. He loved working projects from the ground up, with a blank sheet of paper so to speak. Whenever he was asked 'how did you come up with that Russ?' He would point to a little chalk drawing on the floor, 'There's the blueprint, and you better copy it before we sweep'."

"He truly lived one day at a time and made the most of every day. He loved to play golf at the crack of dawn, before the first green was even mowed. He was well known in the industry and well-liked by all that knew him."



Russ Guthery with one of his bandit scissor lifts



(L-R) Tom Gross John Parker and Russ Guthery with a three wheeled, Parker Lift 10SP sold in 1970 to Pete Simons of Badgerland Equipment in Milwaukee

Whats on?

2014

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IPAF's third Asia conference will focus on how to keep the use of aerial work platforms safe and productive.
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www.ipaf.org/asiacconference



Vertikal Days 2014

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www.vertikaldays.net



CeMat 2014

The big German industrial material handling show Hannover, Germany May 19-23, 2014
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www.ctt-moscow.com



Apex 2014

June 24th-26th, 2014
Amsterdam, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



Platformers' Days 2014

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German access equipment meeting Hohenroda, Germany
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Fax: +49 (0)5033 981743
www.platformers-days.com



CPA Mobile cranes open meeting

Annual meeting of UK mobile crane hirers
September 16, 2014
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Tel: +44 (0) 20 7796 3366
www.cpa.uk.net



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351 Liebherr LTM 10302	2003	4x4x4	30,00m + 15,00m
401 Demag AC 40-1 City	2001	6x4x6	31,20m + 13,00m
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451 ATF 45-3	2002	6x6x6	34,00m + 15,00m
551 Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
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551 Knupp KMK 4055	1989	8x6x8	35,10m + 16,00m
551 Grove GMK 3055	2006	6x6x6	43,00m + 15,00m + 2,00m
701 Knupp KMK 4070	1995	8x6x8	38,10m + 16,00m
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801 Fann ATF 80-4	2005	8x6x8	48,50m + 16,00m
1001 Grove GMK 5100	2002	10x8x10	51,00m + 18,00m
1101 Tadano Fann ATF 110G-5	2008	10x8x8	52,00m + 16,20m
1201 Liebherr LTM 11201	2000	10x8x10	56,00m + 28,00m + 3,00m
1301 Liebherr LTM 1130-5.1	2007	10x8x10	60,00m + 19,00m
2001 Grove GMK 5200	2002	10x8x10	60,00m + 36,00m
3001 Liebherr LTM 13001	2000	12x8x12	60,00m + 49,00m
4001 Liebherr LTM 1400-7.1	2004	14x8x14	60,00m + 56,00m + 84,00m

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(SOMERSET, SOUTH WEST UK)

Prolift Access, an independent powered access specialist with a hire fleet of more than 480 units, require a mobile engineer to join the busy workshop in their main depot at Wellington, Somerset.

The successful candidate will be comfortable dealing with all the company's technical and engineering requirements including powered access servicing, maintenance, fault-finding and repair.

Assisting the foreman and his team, key day-to-day responsibilities will include workshop or on-site repairs, refurbishments, services and PDIs.

Previous engineering experience in the powered access sector would be beneficial, as would a CAP qualification (CAP training can be provided).





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