

cranes & access

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July 2014 Vol.16 issue 5

Industrial lifts and access

Telehandlers

UK/Ireland dealer guide



Apex review

...12m boom from Genie...Liebherr's armoured crane...new Wacker Neuson telehandlers...



“The GMK6400 has put me in another market to compete in and won me more jobs.”

Ben Daugherty – Greiner Industries

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On the cover:

One of the new hi-tech scissor platform paint booths at Terex's facility in Coventry UK.



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In the next C&A

The next issue of Cranes & Access - scheduled for mid-September - will feature our annual Top 30 UK/Ireland rental guide. We will also have articles on spider cranes and special vehicle mounted lifts as well as a feature on access and lifting for arborists. If you have any contributions or suggestions, please contact our editorial team.

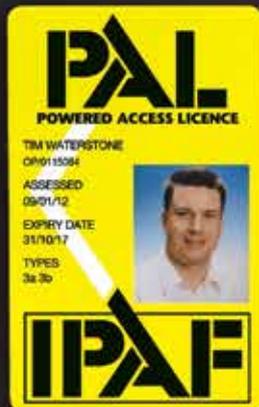
Discovery consists of seeing what everybody has seen and thinking what nobody has thought

Albert von Szent-György Hungarian biochemist 1893-1986

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The ups and downs of rental rates

I have lost count of the number of times I have asked about dire rental rates, and senior management have rolled their eyes and looked up to the sky as if to say 'what can we do about it?'

Well I'm sorry guys - you run the company and you are responsible for its performance - it's down to you. What is amazing is that so many rental companies are still in business

and more to the point, reinvesting in new equipment and even expanding their fleets.

Across the crane, access and telehandler sectors everyone will tell you that the rates are the same as they were 10, 15, 20 or even 25 years ago. But why?

The rental industry is awash with companies winning business, not by selling the latest equipment benefits or the quality of their backup and service. No the easiest way is to undercut the competition. I don't know about you but I have yet to find the best of anything that was also the cheapest.....

Even more amazing is that we are in a period of high growth and high utilisation. Certain machines - even tower cranes - are in short supply, and yet they are still going out way below levels that provide an acceptable return. If you can't make money at the moment just think what will happen when the next downturn hits - and it will.

Senior management appears to accept all this - they know the rates are low, they know labour, fuel and utility costs have risen considerably, not to mention equipment prices (manufacturers certainly aren't quite so shy about raising prices), they know that everyone is busy and that machines are highly utilisedyet there is still a reluctance to charge a fair price.

But maybe it is all a game - a front - and maybe I have it all wrong? Perhaps the rates are where they are because everyone is happy at these levels? I have rarely seen a senior rental manager in anything but a shiny new car - just look around the trade show car parks and ask if there is money in this industry or not.

But even if good money can be made at the current levels where is the logic in constant undercutting? The only winner is the client who has become used to underpaying for equipment as he demands more and more extras. If rates remain the same while costs rise, then either profit dips or cost savings must be found somewhere down the line - either in the office or machine related - neither of which is good news.

Sensible rates mean reinvestment, quality equipment, proper maintenance and training - all the things this industry needs..... Perhaps I should have gone into equipment rental.....

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 Wacker Neuson TH408 mini telehandler

New telehandlers from Wacker Neuson

Wacker Neuson has launched two new telehandlers - the TH408 and TH522 - expanding the company's compact series to four models with lift heights of four to six metres.

The four metre TH408 has a maximum capacity of 800kg, an overall width of 1.4 metres an overall height of 1.9 metres and total weight of 2,270kg making it easy to transport with a two axle trailer. An inside turning radius of 595mm makes it ideal for smaller warehouses and tight areas. The TH522 has a lift height of 5.5 metres and a 2,200kg capacity, it is 1.8 metres wide, 1.95 metres high and total weight is 4,200kg.

The new machines include Wacker Neuson's Vertical Lift System (VLS) overload protection. The system prevents the machine tipping in a longitudinal direction without interrupting the working cycle through partial automation of the telescope function. The operator can choose between bucket or stacking mode. In bucket mode, the boom always retracts while lowering, with the retraction ratio designed to prevent an overload. In stacking mode if the boom angle is less than 40 degrees the boom retracts if approaching an overload, while at angles greater than 40 degrees it always retracts on lowering but this can be overridden if it is within the machine's capacity.

AFI invests in AJ

UK-based rental group AFI has acquired a majority stake in AJ Access Platforms, the UK-based distributor of new and used access equipment. Founder and owner Tony Mort retains a significant holding in the business and will continue to manage it completely independently of the AFI group.

AJ Access Platforms is based in Caldicot, South Wales, was founded by Mort in 1990 and sold its rental operation to AFI in 2011. It currently has revenues of around £10 million, selling new and used access equipment worldwide, while providing service, maintenance and training within the UK. It was recently appointed as Holland Lift distributor for the UK.

Loxam acquires Workx

French international rental company Loxam has acquired Dutch rental company Workx from Amsterdam-based H2 Equity Partners.

Workx was formed at the end of 2007 following H2 Equity's buy-in to the Jaston Groep and consolidated a string of acquisitions including: PR Verhuur, Cramo NL, AA Verhuurcentrale, Steimach, Amarent, HuurCenter, Bollen Verhuur, Roos Verhuur, Jaston Steigerbouw, DSS, Dokter Steigerbouw and Hi-Reach. Today the company has 41 branches, 280 employees and revenues of €35 million. Loxam which has global revenues of €805 million already has a substantial business in the Netherlands, having acquired Spreeuwenberg in 2006 and Stammis Verhuur in 2011. It currently operates from 12 locations in the country. Financial details of the deal have not been disclosed.



New Genie booms

Genie unveiled two new articulated boom lifts at Apex last month - the Z-62/40 which we covered in the last issue replaces the current Z-60/34 and an all new 33ft compact electric boom.

The Z-33/18 is designed for Europe to compete in the lightweight 12 metre working height boom lift market, currently dominated by Niftylift's HR12 range and Snorkel's A38E (previously the UpRight AB38N), although it will be marketed on a global basis. The new lift has an overall width of 1.5 metres, 5.5 metres of outreach, 4.28 metres up & over reach and a total weight of 3,640kg. Drive is AC direct electric, giving 30 percent gradeability and extended battery life. The 200kg capacity, 1,160 x 760mm platform is fixed and there is no platform rotation option. The platform can descend to ground level with the riser fully elevated, a feature shared with the new Z62/40 and dubbed 'Fast Mast' by Genie. Standard tyres are solid non-marking with a turf tyre option.

In summary the new machine is an excellent model, closer in type to the Snorkel A38E than the Niftylift HR12 range which extends to three main models with numerous power variations. It is also likely to boost this market sector in Europe, but even more so in North America, although the lack of platform rotation may be an issue in the region.



The new Genie Z-33/18

So how does the new Genie Z-33/18 stack up?

Make	Model	Platform Height	Platform Capacity	Outreach	Up&Over	O/A Width	O/A Length	O/A Height	Grade	GVW	Platform Size	Platform Rotator	Turning Radius
Genie	Z-33/18	33ft	200 kg	5.5m	4.28m	1.5m	4.17m	1.98m	30%	3,650kg	1.16x0.76	No	1.90m
Niftylift	HR12N	33.5ft	200kg	5.6m	4.2m	1.5m	4.1m	1.9m	25%	3,100kg	1.1x0.65m	No	2.20m
Snorkel	A38N	37.7ft	215kg	5.9m	5.0m	1.5m	4.04m	2.0m	36%	3,770kg	1.32x0.58m	Yes	0.40m
Airo	A12E	33ft	200kg	5.98m	4.45m	1.5m	4.15m	1.97m	25%	3,900kg	1.36mx0.8m	Yes	0.95m

ATN unveils Piaf 660R

French aerial lift manufacturer ATN unveiled a new mast type self-propelled lift at Apex, the Piaf 660R with a 15.2ft platform height providing a working height of 6.65 metres.

So how does it stack up against other products in the heavy duty 12 to 16ft mast lift market? The new lift is closer to the Haulotte

Star 6 than the volume sellers in the sector, but does offer the useful extra metre of working height and is still weighs in comfortably below 1,000kg at 920kg. It is a little long, but does offer a 360mm platform extension, platform capacity and gradeability are little lean at 200kg and 20 percent respectively. It does offer an alternative to the Skyjack

SJ16 for those looking for a little more than the usual 12ft, but price will be a critical issue. The company originally designed the lift with an additional mast section to provide 7.9 metres working height, it says that if demand warrants it will introduce the higher machine at a later date.



The ATN Piaf 660R

How does the Piaf 660R stack up?

	Snorkel TM12	JLG 1230ES	Skyjack SJ12	Skyjack SJ16	Haulotte Star 6	ATN PIAF 660R	Genie GRC12	Bravi 460
Platform height	12ft/3.63m	3.66m	3.65m	16ft/4.87m	13ft/4m	15.2ft/4.65m	12ft/3.66m	15.2ft/4.62m
Capacity	226kg	230kg	227kg	227kg	180kg	200kg	227kg	280kg
O/A length	1.36m	1.36m	1.37m	1.37m	1.5m	1.46m	1.37m	1.6m
O/A width	762mm	762mm	762mm	762mm	760mm	780mm	800mm	760mm
Entry height	554mm	520mm	450mm	570mm	550mm	650mm	460mm	750mm
GVW	780kg*	790kg	782kg	966kg	810kg	920kg	948kg	1,265kg
Platform size	960 x 740mm	1250 x 680mm	930 x 690mm	930 x 670mm	800 x 680mm	900 x 710mm	990 x 750mm	1,600 x 680mm
Extension	500mm	No	410mm	410mm	No	380mm	401mm	776mm
Gradeability	25%	25%	30%	30%	20%	20%	30%	35%



Hiab army crane

Hiab cranes for Finnish military

Hiab has received an order worth €6.4 million from Scania Finland for loader cranes and hooklifts which will be supplied to the Finnish Defence Forces.

The order includes 13 units of the company's X188 loader cranes, 172 Multilift XR1Z hooklifts which have been prepared for the retro fitting of 20ft containers and 16 Multiift CHU units. Delivery is scheduled for completion in 2017.

Grove dealership for Crowland

Universal Cranes, a division of Crowland Cranes has been appointed as the exclusive UK dealer for the entire range of Grove Rough Terrain and Yardboss industrial pick & carry cranes.

The Grove Rough Terrain crane range runs from 30 to 135 tonnes, while the Yardboss industrial carry deck range goes from 8.1 to 22 tonnes. Established in the 1960s, Crowland has worked with Manitowoc UK for some time, building an increasingly close working relationship which included sharing the Manitowoc stand at Vertical Days this year. In addition to crane sales, Crowland offers a full inspection, testing, repair and refurbishment service, along with sales of spare parts.

Six 185 footers for Rival

Rival has concluded a deal with JLG for six 185ft JLG1850SJ ultra booms, the world's largest self-propelled boom lift with a working height of 58.6 metres. Deliveries will begin during the first quarter of 2015. Rival chief executive Norty Turner said: "As a leading aerial work platform rental specialist, we strive to provide our customers with the most advanced solutions available.

The investment supports our drive to deliver the best customer experience in the industry."



Norty Turner (L) of Rival concludes the deal with Karel Huijser of JLG

Quick Shift furniture lift available

Time International/Versalift has added a furniture lift to its range of compatible Quick Shift equipment.

The lift, a Böcker Simply HD 21/1-5, has a maximum capacity of 250kg and lift height of between 5.65 and 21.10 metres using a hydraulic extendible rail system operated from the side of the rear pick-up bed. The whole lift can slew 100 degrees either side of centre and requires no outriggers as the vehicle uses Time's axle locking system. The furniture lift is attached to a special mounting frame that is connected to the company's Quick Shift system allowing owners to switch between a Versalift work platform and the furniture lift or other attachments in less than half an hour. It can be installed on VW Amarok, Ford Ranger or Isuzu D-Max chassis.



The furniture lift fits Time Versalift's Quick Shift connector

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Bronto unveils S47XR

Bronto finally unveiled the latest model in its XR range, the S47XR, at Apex last month. The first unit has been sold to Swiss access rental company Maltech as part of an order for five units - four S47XRs and a 56 metre S56XR.

Mounted on a two axle chassis the S47XR is the latest addition to Bronto's three-model XR (Extreme Reach) range launched at Bauma last year. Features include a larger working envelope, a short articulating 'sky jib' which features more than 160 degrees of articulation and Bronto's B+ Geometric Control System.



Bronto's new 47m S47XR



Liebherr's four axle G-BKF armoured rescue crane.

Liebherr develops armoured crane rescue vehicle

Liebherr has developed a four axle armoured crane rescue vehicle for the German Army. The G-BKF can rescue and tow the latest generation of armoured vehicles. It is also capable of providing tactical infantry cover over long distances, providing repair and handling support as well as deployment for rescue, recovery and emergency aid tasks.



The crane is capable of dual winching.

The four axle carrier is based on a standard All Terrain crane chassis and is fitted with a 20.9 metre main boom which can handle loads of up to 20 tonnes. Despite its weight and size it is said to have excellent off-road properties and manoeuvrability. In towing mode, vehicles weighing up to 16 tonnes can be mounted on the lift cradle at the rear. An extensive range of accessories allows it to tow almost all German Army wheeled vehicles.

Liebherr worked with leading European military technology company Rheinmetall Defence to produce the armoured chassis and crane cabs with a key focus to protect its occupants. As a result the driver's cab was extended by 250mm to provide storage space for the extensive personal protective equipment for the crew and integrate the military communication equipment. The cab also features a double-thickness steel bulkhead and special glass offering ballistic protection yet meets all road traffic requirements.

Euro Towers launches one man tower



Euro Towers' new Euro One tower system

UK aluminium tower and podium manufacturer Euro Towers has launched the Euro One tower system. Offering four different working heights up to 4.1 metres the self-contained Euro One tower has been designed for use and assembly by a single person.

It has an overall width of 700mm, a length of 1.3 metres and weighs 130kg. Platform capacity is 150kg. The tower's base and platform forms a trolley, in which to store and easily transport all the other components.

More Leonardo HDs for MyLift

Bravi and MyLift Sweden have strengthened their long term business relationship with the supply of another container of Leonardo HD mast type self-propelled work platforms.

The new units will all be delivered to MyLift's main depot in Gothenburg, taking its fleet of Leonardo HD to over 65 units. MyLift, which operates in both Sweden and Norway, first introduced the Leonardo HD to its customers in late 2012 and placed further orders during 2013. This latest order is the first so far in 2014.

Bravi sales director Marina Torres said: "The success of the Leonardo HD on a rental market as challenging as Sweden, where other types of mast lifts are already well established, is once again a confirmation of the unique features offered by our product."



The Leonardo HD.

NCCCO certifies 100,000th operator

The USA's National Commission for the Certification of Crane Operators (NCCCO) has certified its 100,000th crane person. The company issued its first CCO certification in April 1996 and since then carried has out more than 850,000 written and practical exams, with most crane operators certified for three different crane types, while other certifications include rigger, signal person and crane inspector.

H.A.B bankruptcy update

German scissor and boom lift manufacturer H.A.B. Arbeitsbühnen remains closed under the control of an insolvency administrator. Its debts - mostly to unpaid suppliers - are substantial and we understand that most of the company's intellectual property - such as the product drawings and design rights - had been removed from the business, thus virtually eliminating any chance of a rescue or of finding a buyer for the company. Just before the company declared bankruptcy in April it separated into two parts and H.A.B. Service Center in Kronau remains open, supplying spare parts and service.



Huntley Plant's 18 tonne Manitou MHT 10180 Heavy Lift telehandler

Huntley takes heavy duty telehandler

UK telehandler and access rental company Geoff Huntley Plant has taken delivery of an 18 tonne Manitou MHT 10180 Heavy Lift telehandler from Newcastle-based dealer Lloyd.

Weighing just over 24 tonnes, the MHT 10180 has a maximum lift height of 10 metres and a maximum forward reach of 5.5 metres. At maximum height it can lift up to nine tonnes at an outreach of 1.3 metres, Plant director Stephen Huntley said: "We understand this is the

largest capacity telehandler in any UK rental fleet. The machine is already generating a great deal of interest throughout the UK. We are focussing our buying on MHT Heavy Lift and MRT roto telehandlers and plan to significantly grow our fleet over the next 12 months."

Liebherr and Kamaz team up

Liebherr and Russian truck manufacturer Kamaz have signed a joint partnership for the development of a range of six-cylinder inline diesel and gas engines.

Intended for Kamaz's latest series of trucks and buses, as well as stationary diesel and gas generators, the new 12-litre Kamaz engines will range from 450 to 700 horsepower. Offering low fuel consumption and emissions, the engines will also feature common rail injection and Liebherr's engine control units. They are designed to comply with Euro 5 emissions standard, and meet the Euro 6 standard in future. Service intervals can be extended to 150,000 km. Scheduled for production in 2016, Kamaz is consulting with Liebherr to build new production facilities in Naberezhnye Chelny, Russia.



A Liebherr D936-A7 diesel engine with rail injection and engine control systems



The Ruthmann T480

Ruthmann announces 48m on two axles

Ruthmann has announced the availability of a 48 metre T480 truck mounted lift on a two axle chassis. The move follows the launch of its 40 metre T400 at Apex last month.

The company claims that the new lift was developed at the same time as its 46 metre T460 and features the same configuration, but by reducing the overlap between each boom/jib section it has extended the working height to 48 metres. Outreach remains at 31 metres. As with other machines in the Height Performance range the T480 will

have a platform capacity of 600kg. The company said that it did not detect any real customer demand for 48 metres, but with the launch of Bronto's 47 metre S47XR and Palfinger's 48 metre WT480, felt it was timely to announce the availability of the T480. It will build the first unit when it receives an order.

TVH takes EPW

Belgium-based international replacement parts specialist TVH has acquired the assets of California-based Equipment Parts Wholesale, which specialises in the supply of replacement aerial lift parts and components.

EPW will now serve as a sales division of TVH continuing to focus on aerial lift equipment and the rental industry under the EPW brand. TVH vice president Dirk von Holt said: "The staff at EPW has a wealth of product knowledge and industry experience which TVH intends to combine with its knowledge base and distribution network to enhance service and product availability to customers of both companies."

EPW was founded in 2001 and shared ownership with MEC aerial work platforms.

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(L-R) Franz Jenissen, Yama Saha and Harry Lorentsen of Ommelift with Roberto Ferramola, Ilaria Benassi and Christian Rybczyk of Airo and Stephan Opfer of Ommelift

Ommelift Germany takes on Airo

Ommelift Germany has taken over the Airo distribution for Germany Austria and Switzerland from Hoffmann Arbeitsbühnen having taken over the Isoli distribution for Germany and Austria from Hoffmann in May.

Ommelift has also recruited Franz Jennissen, who has previous experience with Airo and Isoli products, having worked for Hoffmann. Ommelift Germany now distributes the Ommelift, Ihimer, Airo and Isoli brands.

First LR 11000 goes to work

The first 1,000 tonne Liebherr LR 11000 crawler crane has been delivered and carried out its first lifts. Owned by Austrian crane rental and heavy haulage company Felbermayr, the crane was transported directly from Liebherr's plant in Ehingen to the Plojesti refinery in Romania, in order to lift several large vessels into place.

With a working area of just 35 by 35 metres and a five metre wide corridor in which to assemble the crane's lattice boom and 36 metre luffing jib, the LR 11000 was rigged with over 700 tonnes of counterweight. The weight of the largest vessel was originally said to be 280 tonnes, however by the time additional items were added on site at the last minute, it had increased to 335 tonnes. Thankfully the new crane was still able to manage the lift. A 750 tonne Liebherr LR 1750 crawler crane was used to tail in and steady the vessel until it was fully upright. When the LR 11000 took the full weight of the vessel it totalled 357 tonnes with hooks and rigging and had to be lifted at a radius of 27.5 metres.



Liebherr's 1,000 tonne Liebherr LR 11000 crawler crane carrying out its first job in Romania



Robert Páldeák, Skyjack's area sales manager Scandinavia, Lars Rønne and Axel Rask from Time Danmark

Skyjack appoints Time Danmark

Skyjack has appointed Time Danmark as its distributor for the Danish market. The agreement was finalised at Apex last month, and makes Time responsible for both the sales, service and support for Skyjack's full product range.

200 telehandlers for Plant Hire UK

UK-based rental company Plant Hire UK has placed an order for more than 200 JCB telehandlers in a deal worth £11 million. Supplied through JCB's dealer Gunn JCB the order includes machines with lift heights ranging from four to 20 metres. All models will be fitted with JCB's Tier 4i/ Stage IIIB Ecomax engines as well as the company's LiveLink telematics and immobiliser systems.

Plant Hire UK managing director Graham Jones said: "We are a relatively young company and in the space of nine years have achieved a tremendous rate of growth, illustrated by the fact we have now purchased more than 1,500 JCB telehandlers. One of the keys to our success is having a young and modern fleet with all our JCB Loadalls under two years old. Our telehandler fleet is also exclusively JCB, a conscious decision we've made, driven by our customers."



Plant Hire UK's latest order brings its total of JCB telehandler purchases 1,500.

New high speed crane tyre

BKT has launched its Airomax AM 27 All Terrain crane tyre - currently available as a 445/95 R 25 - which has been designed for good performance on road and over unfinished ground.

The new tyre is approved for speeds up to 80 kph and is said to be particularly good for longer distances. Maximum load at full speed is 6.7 tonnes per tyre - offering 13.4 tonne axle loads - however this rating is likely to be higher at

lower speeds and on smaller sizes. The company says that its extremely strong carcass, in conjunction with its broad shoulders and open tread guarantees excellent traction and good self-cleaning properties for off road use. At the same

time, it benefits from a solid rubber compound, which protects against cuts and punctures. The tyres are also subject to a final x-ray inspection and runout test.



The new BKT Airomax AM 27 crane tyre.

ALE's new Mega Jack 800



ALE launches Mega Jack 800 system

Heavy transport and lifting company ALE has unveiled its new Mega Jack 800 system, which is made up of individual jacking towers each with a capacity of 800 tonnes.

Scalable to accommodate a wide variety of projects the Mega Jack 800 is containerised, can be built completely at ground level and utilises a low assembly height for installation. Multiple towers can also be combined with a starter beam to create 1,600 tonnes and 2,400 tonnes capacity per jacking point. It can also be integrated with other equipment such as skidding systems, for applications such as bridge launching.

Hiab sells NZ business

Hiab has signed a distribution and asset sale agreement with New Zealand Trucks, a division of Hellaby Equipment. The deal moves Hiab from a direct sales/wholly owned distributor model to a classic independent dealer. Hiab's seven employees are expected to move to New Zealand Trucks.

UK changes abnormal load restrictions

The UK's Metropolitan Police has changed its abnormal load restrictions for the London area. Times have been changed to accommodate rush hour periods, with new restrictions introduced for movements taking place on Sundays and bank holidays. Restrictions on the M25 have been relaxed however. The 'Change to Abnormal Load Registration' publication can be found in the Abnormal Loads section of www.content.met.police.uk



Terex Boom Booster ready

The Terex Cranes Boom Booster kit for the CC 8800-1 crawler crane, which is said to increase capacities by up to 90 percent, is now ready to ship.

The kit comprises five 10 metre long by 10 metre wide bolt-together boom sections, plus two bolt-together 11 metre tapered sections providing a new extra wide base boom of 72 metres. Standard boom sections can be added to provide a long heavy duty boom. Walkways and fall protection systems are built into the new boom sections which will fit into standard 40ft open top containers.

Terex Cranes' Boom Booster is said to increase the capacity of its CC 8800-1 by up to 90 percent.





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100 Bravi Leonardos for Boels

Dutch international rental company Boels has ordered 100 Bravi Leonardo HD self-propelled lifts with delivery scheduled for completion by the end of July. Weighing 510kg the Leonardo HD provides a fully self-propelled maximum working height of 4.9 metres with a 180kg platform capacity. Features include 87mm ground clearance and 40 percent gradeability.



The first of the 100 machine order to Boels

67% profit jump at Ashtead

Ashtead, owner of Sunbelt Rentals in the USA and A-Plant in the UK, has unveiled strong full year numbers with total revenues up 20 percent at £1.63 billion and pre-tax profits jumping 67 percent to £356.5 million. Capital expenditure increased 28 percent in the year to £741 million, cutting the average age of the fleet from 32 to 28 months.



Solid result from Vp



Vp has reported a strong set of results for 2013-14. Its telehandler rental company UK Forks increased revenues by 19 percent to £16.3 million, while Hire Station which rents tools, towers and low level powered access increased revenues by seven percent to £66.2 million. TPA, which rents

ground protection mats and temporary roadways in the UK and Germany, also posted increased revenues up six percent to £15.8 million. The group as a whole achieved revenues of £183.1 million, 10 percent up on the year, while pre-tax profits also increased 10 percent to £18.9 million.

Strong crane sales at Liebherr

Liebherr has issued its annual results for 2013 which show strong growth in crane sales, while overall revenues were flat. Mobile crane sales improved 7.1 percent to €2.08 billion, while tower crane sales jumped more than 10 percent to €395 million. Sales of maritime cranes grew marginally to €830.1 million giving total crane sales for the year of €3.3 billion.

The earthmoving and mining business both suffered declines in revenues, while other sectors, posted gains. Total group revenues were down 1.4 percent to €8.96 billion, while pre-tax profits slumped more than 30 percent to €566.5 million.



SGB and Hünnebeck return

Following the acquisition of Harsco Infrastructure

by Brand last year the Harsco name has been dropped. In the UK, the SGB brand returns for access equipment and services, while its industrial services



HUNNEBECK

business will adopt the Brand Energy and infrastructure name. The group's shoring and formwork operations will adopt the Hünnebeck brand. In the Netherlands the entire group will switch to Brand for access and all other services, while in Germany, Austria, Poland, Romania, Russia and the Ukraine the group will trade under the Hünnebeck brand name.

Hertz to restate results

Hertz has announced that it will restate 2011 and review two subsequent years of financial results to correct at least \$46.3 million worth of errors in its 2011 statements. The errors it seems relate to the car rental business and not the equipment rental operations. They relate to two issues: capitalisation and depreciation of non-fleet assets, and the allowance for doubtful accounts in Brazil. As a result it will restate the 2011 financial statements and review those for 2012 and 2013.

Hirepool float abandoned

Australian private equity firm Next Capital has withdrawn the flotation of New Zealand rental company Hirepool after local institutions were put off by an overinflated asking price. They effectively drove the indicative pricing down from \$1.50 to \$1.10, before Next decided to pull the plug on the offering. A number of major institutions had made it known that they considered anything over 70 to 80 cents a share overly optimistic and effectively boycotted the issue.



CTE opens Danish branch

Italian truck mounted and spider lift manufacturer CTE has opened a new distribution company based in Næstved, Denmark - CTE Danmark A/S. The new company is headed by director Hans Erik Nielsen, and will sell the company's entire product line locally, while support sales on other parts of the Nordic region.



The CTE Danmark team at the factory

Tat Hong sell off

Tat Hong has sold its 70 percent stake in Singapore-based mobile crane rental and transport company Hup Hin Transport to Hup Hin Capital for \$20.6 million (\$16.5 million) in cash. Hup Hin Capital is owned by Hup Hin's managing director Woon Wee Peng (who also owns the other 30 percent of Hup Hin Transport) and his children.

Tat Hong has also sold five properties owned by its Australian company Tutt Bryant in a sale and leaseback deal with TransLinQ, worth A\$30 million (\$28 million). Both deals are intended to raise cash to pay down corporate debt.

Tower crane ballet



The Greek National Opera presented the 'Dance of the Cranes' open air concert/ballet involving 10 large tower cranes on the construction site of the new Stavros Niarchos Foundation Cultural Centre in Athens, Greece, which is due to open in 2016. The 10 cranes were choreographed by Renato Zanella to music from Gustav Holst's The Planets and performed by the GNO Orchestra. To watch the video visit: www.youtube.com/watch?v=6y-BvZQYxHM#t=643

Multiple fatalities in man-basket failure

Seven men were killed and one seriously injured at the Matarredonda offshore fabrication yard in Veracruz Mexico, when a man-basket suspended from a crawler crane fell around 40 metres to the ground. The men were removing scaffolding from the Ayatsil-C platform being built for state-owned oil producer PEMEX by a joint venture between contractors Empresas ICA and Fluor. Six of the deceased were employed by ICA-Fluor and one by crane rental company ESE ASA. An investigation is ongoing, although a failed cable appears to have been a factor.

UPA takes UK-first in large order

UK based United Powered Access has ordered 58 boom and scissor lifts – including the first six Skyjack SJ6832RTE compact hybrid Rough Terrain scissor lifts in the UK. The boom lifts included Niftylift HR17 and HR21 Hybrids.



Skyjack's SJ6832RTE.

c&a

news



Tobias Böhler (L) of Liebherr Mexico hands the ceremonial key to Amado Castro of Grupo DPH

30,000th Liebherr mobile crane

Liebherr has delivered its 30,000 mobile crane - a 500 tonne LTM 1500-8.1 - to Mexican crane and heavy transport company Grupo DPH.

The crane was handed over at the port of Salina Cruz in the south of Mexico, where Grupo DPH has a warehouse which acts as a distribution centre for the wind power plant manufacturer Vestas. The new crane went straight to work loading generators at the

centre and erecting 68 tonne tower segments at a nearby wind farm. Liebherr Ehingen was founded in 1969 and delivered its 20,000th crane in 2006. Liebherr has sold 450 units of the LTM 1500 since its introduction 16 years ago.



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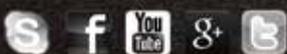
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- **Versalift UK** managing director and **IPAF** president **Steve Couling** will join **IAPS** as managing director and shareholder in September.
- **Isoli** has delivered four NH205 truck mounted lifts to **Electrica System** for the Expo Milano 2015.
- Finnish crane company **Havator** has taken delivery of its fourth 500 tonne **Terex AC 500-2 All Terrain** crane.
- UK-based **M&M Mobile Crane Hire** has taken delivery of a new 50 tonne **Tadano ATF 50G-3 All Terrain** crane.
- **Lavendon** has selected **Trojan** batteries to power its fleet of electric aerial lifts.
- **Manitowoc Cranes Australia** has stopped distributing the **Tidd PC25** pick and carry crane.
- **United Rentals** has launched an online operator and safety training programme for aerial lifts.
- UK-based rental company **Chippindale Plant** has ordered 50 **JCB** telescopic handlers.
- **Hertz** has appointed **Brian MacDonald** as CEO of its equipment rental operation as it separates from car rental.
- **Holland Lift** has announced that it will introduce a 34 metre working height narrow aisle scissor lift.
- **Mammoet** has opened a new office in São Paulo, Brazil and a new crane depot in the Port of Antwerp.
- UK-based **United Powered Access** has appointed **Austin Roberts** as national safety examiner.
- **Martin M. Lin** has been appointed chairman of **Cargotec Industries (China)**.
- **Curtis-Wright Controls Industrial** has appointed **Rekarma** as Penny + Giles and PG Drives distributor in Turkey.
- **Oil & Steel** auctioned an Octopus 180 spider lift for charity on its stand at Apex.
- UAE-based **Manlift** will provide IPAF and PASMA training for the **Middle East Facility Management Association**.
- UK-based rental company **AFI** has selected **Trojan** batteries to power its battery powered fleet.
- **IPS** has appointed **Instant Norge** as its parts partner for Norway and the Baltics.
- German rental company **Rothmund** has taken delivery of a 220 tonne and 70 tonne **Tadano crane**.
- Austrian rental company **Mayer & Schöftner** has taken delivery of a 23.5 metre **Multitel MX235** truck mounted lift.
- **Ruthmann** has appointed **Stefan Linnemann** as managing director of its finance division.
- **Rosenbauer Schweiz** has become the exclusive distributor of Isoli in German speaking Switzerland.
- **Cramo** has signed a new €375 million long-term club loan maturing in 2020.
- US-based **MEC** has appointed **Omega** group as its exclusive dealer for the Benelux region.
- UK-based **Urban Access Rentals** has added a number of **Niftylift** boom lifts to its fleet.
- German rental company **KVS Michael Mross** has taken delivery of a 50 tonne **Tadano ATF 50G-3 All Terrain** crane.



Steve Couling



Brian MacDonald



Martin M. Lin



Stefan Linnemann

- US-based rental company **Sunstate** has become an **IPAF** Training Centre with several certified instructors.
- **Grove, Manitowoc** and **JLG** distributor, **Honnen Equipment** has opened its new facility in Salt Lake City, Utah.
- **International Ship Repair** of Tampa, Florida has celebrated the delivery of a new 250 tonne **Manitowoc 999**.
- **Protea** has delivered an advanced handling crane to Canyon Offshore for its latest trencher, the T1500.
- **Cargotec** has increased its estimates for cost overruns at its **Kalmar** division leading to further losses.
- **JLG** has appointed **Christian Pagel** as director of global procurement and supply chain.
- UK rental company **Specialist Crane Hire** has purchased a new **Liebherr LTM1130-5.1**.
- **Eric Nielsen**, the president of **Cargotec's MacGregor** crane division, resigned suddenly 'for personal reasons'.
- **GIF Modul** has sold two **Easy Lift EV130** van mounted platforms to **NUSZ**, the Hungarian highways company.
- **Precede Machinery & Equipment** the **Instant** and **Snorkel** distributor for China, has moved its Beijing HQ.
- **Genie** has simplified and upgraded its SmartLink control system, following customer demand.
- **Clive Atkinson**, founder of UK loader crane specialist **PE** has died.
- **Daiya** has taken delivery of the first 45 tonne **Grove RT550E Rough Terrain** crane in Singapore.
- Dutch access rental company **HWS** has taken delivery of a number of **Genie** aerial lifts.
- **Trico Lift** opened its new HQ in Mickleton, New Jersey with an event attended by around 150 guests.
- US-based wholesale rental company **Acme Lift** has appointed **Dan Vita** as vice president of business development.
- North German crane company **H.N. Krane** has taken delivery of a second 750 tonne **Liebherr LTM 1750-9.1**.
- **Cargotec**, owner of **Hiab** and **Kalmar** is selling its engineering centre in Pune, India to **Citec**.
- Australian-based **Alfasi** has ordered a number of **Niftylift's** 21 metre SD210.
- Trailer manufacturer **Kögel** has appointed **Heinz-Georg Ebert** as sales manager for Eastern Europe.
- UK-based **Upward Powered Access** has appointed **Andrew Bradbury** as manager of its new Slough depot.
- **Liebherr** has launched SmartGrip a productivity boosting grab system for its mobile harbour cranes.
- **Link Belt** has appointed **Dave Tripp** as training manger.
- German aerial lift specialist **Gardemann** has signed an agreement with fork truck rental company **Stapler-Rent**.



Christian Pagel



Dan Vita



Dave Tripp

- Dijon-based **Joly Location** has taken delivery of the first 72m **Ruthmann T-720** to be delivered in France.
- US-based distributor **Titan Machinery** has reported higher losses in spite of revenue improvements.
- UK rental company **LTS Powered Access** has taken delivery of two 30ft **Snorkel SL30SL Speed Levels**.
- New Zealand-based **Hirepool** registered for its long rumoured IPO and then abandoned it after heavy pricing resistance.
- **Ramirent** has refinanced its €145 million revolving credit line.
- UK-based **Sandhurst Equipment Rental** has spent £1 million to expand its access fleet.
- **Collé Rental & Sales** has added its first **JMG** pick & carry cranes to its fleet.
- **Hiab** owner **Cargotec** has appointed **Markku Oja** as vice president, real estate management.
- **Peco** has taken delivery of the first 22 **Terex Utilities** aerial lifts with the Odyne hybrid system.
- German-based rental company **Gigalift** has taken delivery of six **Dinolift 105T** trailer lifts.
- Orland-based **Crane Rental Corporation** has taken delivery of a **Terex Peiner SK-415** tower crane.
- Netherlands-based distributor **HDW** has appointed **Mike Van den Bosch** as international market development manager.
- US-based **BlueLine Rental** - previously **Volvo Rents** - has appointed **Phillip Hobson** as chief executive.
- UK rental company **ABA Crane Hire** has taken its first **Terex** crane - a 60t **Challenger 3180**.
- **Deep South** has taken delivery of a 400 tonne **Terex CC 2400-1** and a 1,600t **CC 8800-1** crawler crane.
- **La Signalization de Bretagne (LSB)** has taken delivery of a 10.8 metre **Movex TF10** van mounted lift.
- **Dieci** has appointed **Lencrow Material Handling** as telehandler dealer for Queensland and Victoria.
- German rental company **Merkel Autokrane** has taken delivery of a **Tadano ATF 50G-3 All Terrain** crane.
- **Link Belt** has appointed **Kyle Nape** as district manager south central USA, following his departure from **Sany Cranes**.
- Swedish-based **Josefssons Maskinuthyrning** has taken delivery of seven **Omme Lift** trailer lifts.
- UK-based rental company **Horizon Platforms** is expanding its fleet with 100 new boom and scissor lifts.
- **Access Platform Sales (APS)** has ordered the first **Genie Z-33/18** and **Z-62/40** boom lifts in the UK.
- **Tat Hong** has announced the sale and lease back of five **Tutt Bryant** locations in Australia in order to reduce debt.



Markku Oja



Mike Van den Bosch



Kyle Nape

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Spoilt for choice

With more and more types of lifting equipment available, the days of automatically using a pick & carry crane for industrial applications is now not a given. The best machine for the task however may not be immediately obvious and its choice a combination of many factors.



Is this the best method of installing these containerised offices?

In last month's *Cranes & Access* we covered All Terrain cranes and highlighted a 'simple' task of stacking containerised offices in an area with limited headroom. The installation contractor opted to use a Terex AC 40 City crane, but due to overhead restrictions (the roof) used a 15 tonne boom nose mounted 'runner' with double hook and lifting chains to lift the sizeable but relatively light (2.5 tonne) containers.

Apart from probably owning and therefore needing to use the 40 tonne City crane, the containers could probably have been lifted into position more easily/quicker/and more efficiently using a large telescopic handler. With fork lift points already designed into the container and a lift height of less than four metres, almost any full size telehandler could have carried out the task.

What this example illustrates is that lift solutions are often decided by the contractor's or rental company's available equipment and not necessarily the best equipment for the job. In this month's telehandler feature we look at the increasing demand for large - over 25 tonne capacity - units which are ideal for industrial pick & carry applications.

The downside of these monster telehandlers is their physical size which may restrict working in confined spaces. Indeed many of the larger machines are working in the mining and quarrying sectors where size is not an issue.

Industrial movers

An industrial version of the telehandler/forklift is the Versa-Lift fork truck which is becoming increasingly popular for machinery removal and installation, primarily because of its huge lifting capacity for its compact dimensions. The models have an extending frame/counterweight giving increased lift capacities and they can also be fitted with a removable hydraulic boom for moving heavy machinery smoothly and safely. Versa-Lift now has a four model range covering capacities from 11.3 tonnes to



Versa-Lift 40-60E with special adapter being operated by remote control



The special 18 tonne capacity Valla 180ES showing off its 16 metre reach



UK-based Pooler LMT is now distributing the Lowry compact heavy lift truck

63.5 tonnes with frames extended and the machines have all power options including propane and electric drive as well as being fully remote control.

For those not needing such large capacities there are smaller alternatives. As well as distributing the Versa-Lift range of machines in the UK, Pooler LMT (Load Moving Technology) has just taken on the Canadian-built Lowry compact heavy lift truck. The seven model range has capacities from eight to 18 tonnes, but Pooler says it will be concentrating on the smaller three models with capacities of eight, nine and 10 tonnes. With widths of 1.42 metres and powered by propane or diesel, the machines are the heavy duty forklift equivalent and has the built in benefit of excellent visibility through its two or three stage mast.

Lowry is part of the Manitex group which in recent years has expanded its range to include Liftking fork trucks, Badger cab-down RTs and more recently Valla pick & carry cranes both of which can be used in industrial lifting applications.

Italian companies such as Valla, Ormig and Galizia manufacture the traditional pick & carry cranes which have been the mainstay of industrial lifting for more than 50 years. And while enjoying increased demand, they are also under pressure from new industrial lifting equipment.

Valla recently supplied the UK's Hird

group with a special version of its 18 tonne capacity 180ES for machinery moving contracts. Based on the Valla 180E the ES features an improved 13 metre fully hydraulic telescopic boom, which can be extended to 16 metres with a hydraulic fly jib that luffs to 40 degrees. The maximum radius with

main boom is 10 metres, at which point it is capable of lifting 1,500kg. Working with the manufacturer Hird wanted and got a machine that eliminated manual handling.

Spiders for small spaces

Another item of equipment finding more work in industrial applications is the spider crane. Although relatively small - 10 tonnes and under - the spider's main advantage is its ability to get very close to the lift thanks to its narrow, manoeuvrable tracked chassis (see page 18).

Once set up its capacity is normally more than enough because it is working at a much smaller radius than a larger crane which have to stand off because of their size - which brings us back to where we started and the 40 tonne City crane. There are various ways of lifting and moving a heavy object. Plan the work and look at all available methods and not just the one your local supplier suggests. Some may make it a lot easier, quicker and safer than you expected.



The Unic URW 1006 has a 10 tonne lift capacity.

Getting close to circuit breakers

When the National Grid needed to remove and replace 16 silencers on air blast circuit breakers at its substation in East Claydon, Buckinghamshire, UK, it decided to try a new method. In the past the company has used a City type All Terrain, sited on in the road outside the 400KV sub-station to carry out the essential maintenance work, but was persuaded to do the job this time with a 10 tonne capacity Unic URW-1006 spider crane, which with its much smaller tracked chassis allowed it to work closer to where the silencers are located.

The URW-1006 needed 16 metres of main boom to lift the 50kg silencers up and over the overhead power lines. With power isolated from the circuits, the crane's working area limitation function was set in order to prevent the boom from

straying into the substation's restricted zones, keeping it away from any high voltage power.

After a practice run to check the crane's radius setting was suitable in practice to carry out the lift, the URW-1006 removed each silencer, with a slinger/signaller working

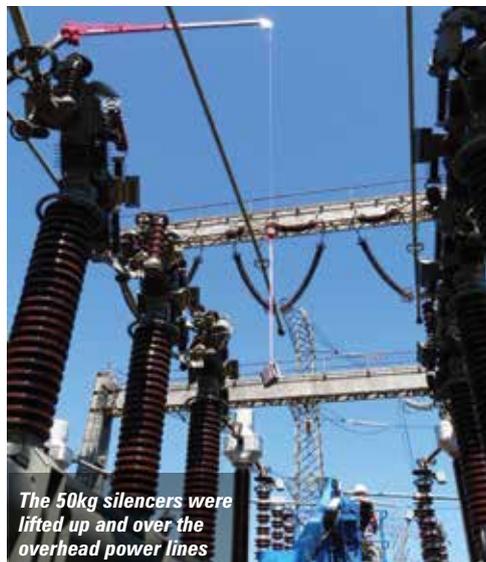


from an access platform making sure each silencer was slung securely. Working at an 11.5 metre radius, the crane removed all the 16 silencers, then made a return visit

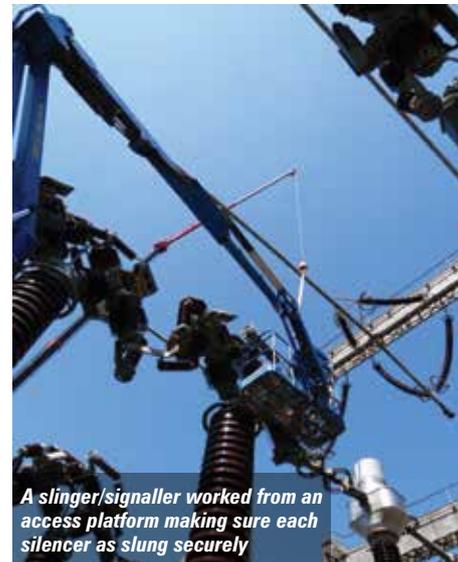
to East Claydon to reinstall the fully refurbished items. The silencers are used to muffle the deafening noise when a circuit opens and a blast of air extinguishes the arc.



The URW-1006 needed 16 metres of main boom working at 11.5 metres radius



The 50kg silencers were lifted up and over the overhead power lines



A slinger/signaller worked from an access platform making sure each silencer as slung securely

Tank installation in Poland

Polish chemical company CRT Profarb has used a Maeda tracked spider crane to install equipment on a paint factory production line.

The project involved installing several large tanks measuring eight metres high and weighing up to 6.5 tonnes. The warehouse had a ceiling height of only 10.5 metres, so space

when standing the tanks up was tight. Two Maedas - a 2.98 tonne MC305-2 and 3.8 tonne MC405 CRME - were used and completed the task easily, efficiently and safely.



Tanks weighed up to 6.5 tonnes and up to eight metres high

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Take two at BP Lingen

Heavy transport and lifting company Wagenborg Nedlift recently received a repeat order to replace a cooler at the BP Lingen refinery in Lower Saxony, North West Germany. In 2006 the company had replaced the same cooler - which measured 24.55 metres long, 3.5 metres in diameter with a weight of 103 tonnes - but after years of service that too needed replacing.

Due to changes in the cooler design the lifting method used in 2006 was no longer suitable or possible. Wagenborg's engineering department therefore had to develop a new method of lifting out the old and installing the new unit.

First the new cooler had to be transported from a fabrication facility in Stassfurt to the Lingen refinery, the company used 16 Self-Propelled Modular Transporter (SPMT) axle lines. The unit was then stored in a temporary storage area while a skidding system was assembled on site.

The exchange operation consisted of several phases starting with the removal of the old unit which was supported horizontally between two concrete foundations and the only way to remove it was to slide the column out of its position with skids, including a 20 degrees turn out of the aisle to a point where two 200 tonne capacity All Terrain cranes were able to lift and slew



The old cooler was removed using a skidding system



In with the new



Two 200 tonne capacity ATs were needed to lift the 103 tonne cooler

it onto the transporter, which took it to the storage area.

The two cranes moved with it to offload the old unit and replace it with the new one, which was then taken to the skids, where the two cranes reversed the first tandem lift to place the new cooler to the skid track so that it could be slid into position on the concrete foundations.

Starting operations in 1953 and designed for heavy and acidic crudes, BP Lingen is one of Europe's leading conversion refineries, with thermal and hydro catalytic cracking units (coker and hydrocracker).

Big boiler lifts

Irish crane rental company Crane Hire Dublin, was recently faced with a challenging boiler move. The boilers weighed 195 tonnes and measured 14.5 metres long, 6.6 metres wide and 7.1 metres high, and had to be lifted over a set of overhead wires and into a very tight location.

The solution involved a series of highly planned tandem lifts with two Liebherr All Terrain cranes - a 500 tonne LTM 1500 and a 750 tonne LTM 1750. For the lifts over the wires the 500 tonne crane operated at a maximum radius of 14 metres with a maximum capacity of 111 tonnes, while the 750 tonner operated at up to 19.82 metres with a capacity of 111.2 tonnes. Positioning the first boiler was straight forward enough with the 750 tonne crane having ample capacity though the 500 had to lift 102.88 tonnes at 11.95 metres. The final positioning was extremely tight with the 500 tonner short rigged where it handled up to 109 tonnes at a nine metre radius. The 750 tonner lifted 99.74 tonnes at 21.57 metres. With very little space for the cranes to slew between the boilers, boom clearance was absolutely critical and manoeuvring the load without touching the crane cabs was a challenge. The cranes had to be positioned and set up in precisely the right position. In the end the lifts were completed without a hitch, planned and managed using the Crane Manager software from Cranimax.



The 195 tonne boiler had to be lifted over a set of overhead wires

Salt of the earth

C&A industrial cranes

A Unic URW-095 mini crane is working 200 metres underground at Winsford Rock Salt Mine in Cheshire, UK. The one tonne capacity crane will be used to assist with maintenance work on the mine's conveyor belts and processing lines, helping with mining salt that was formed in the Triassic period 220 million years ago when the UK was still joined to the rest of Europe.

Winsford is the UK's oldest working mine and largest rock salt mine at roughly the size of 700 football pitches. It was discovered in 1844 and then closed in 1892, reopening in 1928. It now supplies rock salt used to de-ice Britain's roads during the winter. The dark and dry environment in the mine is also used as a storage facility for historical records, documents and even paintings.



Gantry crane upgrade



An interesting challenge faced the managers of the Liebherr excavator plant in Kirchdorf, Austria recently.

As excavator components have become larger and heavier, the capacity of the overhead cranes in the steel component production hall was proving inadequate. The challenge was how to replace them without disrupting production and also without excessive cost. A solution was found that involved replacing a total of eight girders within the current system, thereby doubling the crane's lifting capacity from 20 to 40 tonnes.

The next challenge was how to place the girders without having to strip out all of the machining tools and equipment. The solution was found in conjunction with crane

rental company Schmidbauer. It used two new 45 tonne Liebherr LTC 1045-3.1 city type compact All Terrain cranes working in tandem to handle the six tonne girders. The cranes were rigged with short assembly jibs and hooks, as headroom and space did not allow a hook block to be used. With very little space between the girders and the building's heating/ventilation ducting, which run above the tracks, absolute precision placement was essential, two self-propelled telescopic boom lifts were employed by riggers for rigging and monitoring the final placement of the beams.

54 year old reactor replaced

Developer and manufacturer of crude-oil based chemical/ pharmaceutical specialty products and precision plastic components, H&R ChemPharm is the oldest specialist refiner in the world.

The ChemPharm production site in Salzbergen has produced the same chemical/pharmaceutical raw materials for decades, resulting in some components being outdated and needing to be replaced. One such component was a reactor installed 54 years ago however the installation of its replacement involved a complex lift. Measuring 37metres long and 1.37 metres in diameter the new reactor is twice as big as the old.

Built in Grimma near Leipzig, the 101 tonne reactor had to be positioned and installed in a steel framework 40 metres high. Lift and transport specialist Wagenborg used a 750 tonne Liebherr LR1750 crawler crane, which on paper had enough reach and capacity to make this lift look easy. However with very little space to manoeuvre on site the reactor had to be lifted at a radius of 58 metres. The LR1750 was equipped

with a 35 metre main boom and 65 metre jib with 300 tonnes of counterweight.

From a temporary storage area on site the reactor was lifted horizontally by the LR1750 and a 500 tonne AT crane which then helped to tail the reactor into the vertical position, allowing the LR1750 to swing the reactor to its final position in the steel construction framework. The job was completed within four hours.



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F200E ideal for installations

The 20 tonne capacity Galizia F200E Plus pick & carry crane is proving to be ideally suited for short term rental. Its 20 tonne pick & carry capability and quiet, fume-free battery powered operation allow it work in sensitive areas making it particularly suited for machine installation.

Galizia's UK distributor GGR has kept its new machine very busy this year. Its first project was to relocate and install a paper treatment oven in a paper manufacturing plant. Helped by its front wheel drive, 180 degree rear steering and 2.29 metre wide chassis, the compact crane was able to navigate easily around the congested site and squeeze the oven into its new location, avoiding any major disruptions to the plant.

The crane then went on to a project to fit seven tonne steel moulds into an injection moulding machine at a moulded plastic products

manufacturer. The crane's optional radio remote controller proved useful on this job as locator pins needed to be lined up accurately to install the mould correctly, the crane operator was able to get close to the pins rather than rely on communication from a signaller for such a precise job..

The crane has removable counterweights for easier transportation and in areas of low point loading it can be used with the counterweights removed and still has a 15 tonne lift capacity. Other features include an on-board battery charger and optional non marking tyres.



The F200E helping install seven tonne steel moulds in the injection moulding machine



Working on the paper treatment oven



The Fassi F660XP and Versa-Lift fork lift were used to install the horizontal baler and incline conveyor



Baler and conveyor installation

UK-based specialist lifting, installation and removal company Merritts has worked with long-term customer Dicom Paal to deliver and install a Paal Dokon 700 horizontal baler and incline conveyor to a recycling facility in Grantham, Lincolnshire.

Merritts used a Fassi F660XP loader crane and Versa-Lift fork truck to lift the machinery into position, having collected them from Paal in Germany.

In addition to organising all of the transport arrangements Merritts worked with the site to ensure all necessary ground preparations were carried out before the equipment arrived in order to ensure the efficiency of the installation process.

The main body of the baler was offloaded using a mobile crane and placed onto a pre-cast plinth at its location

outside of the building. The Versa-Lift forklift truck and a Fassi F660XP mounted on a Scania R420 chassis fitted with remote controls, were then used to lift, transport, manoeuvre and install the machine ancillaries into position in the building. Next the inclined and awkwardly sized conveyor was loaded and moved into the facility, where it was offloaded and then installed using the loader crane operating outside, with the Versalift assisting from within the building.

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Planning the key

This time of year is when many production facilities look to carry out maintenance, upgrades and improvement work that requires more space or time than available when the plant is running at full capacity. Although this is becoming less common - as an increasing number of facilities are now organised to do most routine work either during the normal working day, overnight or at weekends - the correct selection and use of the latest access equipment can make the whole exercise easier, more efficient and safer. In recent years the number of access products available has grown significantly, along with the choice within specific product categories.

Growing number of sectors

The key factors when looking at aerial work platforms for industrial applications are of course the height and reach required, indoor or outdoor, does it have to reach over an obstacle and are there low floor loadings or working space restrictions?

The vast majority of industrial applications will of course be inside a building however it is very

common for companies to rent in equipment with working heights far greater than that required. This does not always carry a financial implication as asking most rental companies for a 15ft scissor lift often results in a 19ft or even a 26ft being supplied at the same price. But while this might seem an attractive proposition just in case you need more height, some substitutions might not be suitable

as the larger item is likely to be heavier, will be physically larger and might have a lower platform capacity than needed.

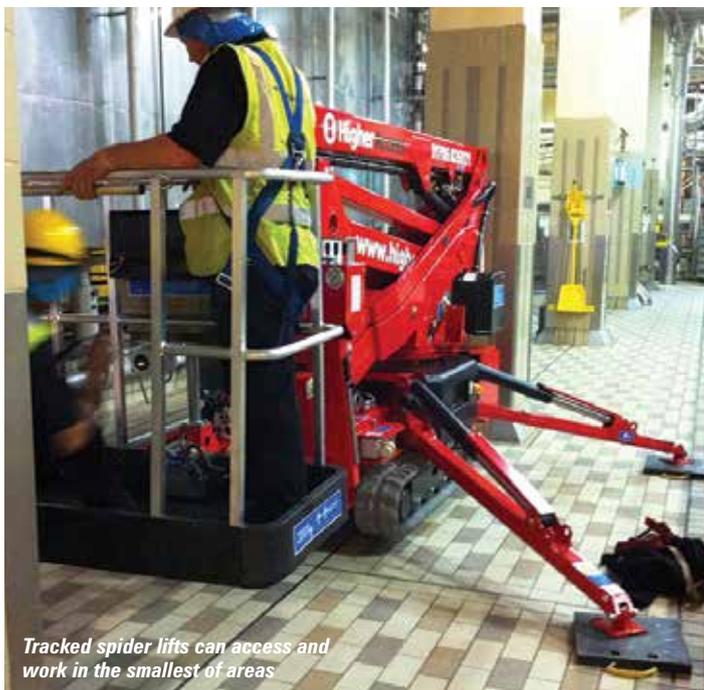
Too many end users still pay far too little attention to the equipment they require. In the worst cases this has resulted in a rental company providing a trailer lift for working in a building where it was difficult to manoeuvre the lift into place, costing time and resulting in staff misusing the equipment to get the job done. The fact is that planning the work and the access equipment required not only satisfies the legal requirement to properly plan work at height, but it will also pay off handsomely in terms of having the right machine for the job which is likely to improve the quality of the work, the speed at which it is done and ensuring it is done safely. On top of this you may find a smaller or alternative type of machine that can get closer to the work and may be better and might be cheaper.

Most industrial premises are lower than a lot of people assume, so for example a 12ft self-propelled mast type lift with its 5.7 metres working

height, will reach the ceiling of a large number of industrial premises while being light, easy to use and compact. Yet all too often people end up with a 26ft slab electric scissor lift, which does offer a larger working platform and in some cases more capacity, but it might cost you more, will be heavier and might be a challenge to squeeze into some areas.



Genie SX-180



Tracked spider lifts can access and work in the smallest of areas



A Nifty HR12

If heights are lower a whole range of other products of this type kick in. One sector that has grown significantly is the push around platform - both manual and self propelled - and this is covered in depth on the following pages. These platforms offer low level working heights but with the larger offering working heights of up to seven metres and above, they may be ideal for industrial applications where size and weight are an issue. For work that needs a small amount of up and over reach the mast-boom is ideal. Depending on the reach there is a growing choice with models with the largest models - the JLG Toucan T12 Plus for example - offering more than 5.5 metres outreach and 12.5 metres working height. Although its dimensions are compact, check that its weight (almost five tonnes) is not an issue.

Electric booms

So what if you are working inside a building carrying out maintenance or repairs and need equipment that is emission free and quiet but also need greater working height and outreach? The main options are Hybrid or bi-energy booms and tracked lithium/bi-energy spider lifts which can be more complicated to operate and need more outrigger space to set up.

Most of the access manufacturers now have a range of electric booms generally up to about 15 metres although this has only happened over the past four years. Latest is the Genie Z 33/18 launched at last month's and the company's first compact, lightweight electric Z boom offering a working height of 12 metres and reach of 5.6 metres - about the same as the largest JLG mastboom but weighing 3640kg about 1.3 tonnes lighter.

But it is only over the last four years - since the launch of the Niftylift HR17 - that articulated booms have had an electric hybrid option. One of their main advantages - particularly of the Niftylift booms is their reduced weight and size which all helps with working in confined areas and when there is a weight restriction on slab.

Last October Niftylift launched the 28 metre HR28 Hybrid - the world's largest battery electric powered boom. It is by far the lightest for its



This Niftylift HR17 Narrow has an electric hybrid option

size at 14.5 tonnes, as well as being very compact for its 19 metre reach.

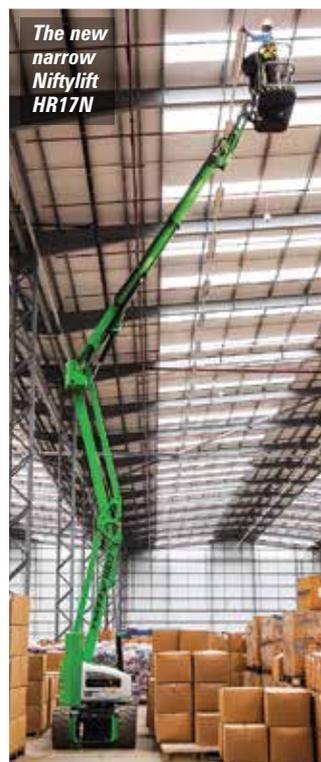
Other companies are looking at offering larger articulated booms. At Apex Riwal unveiled a 26 metre JLG 800AJ electric articulated boom which it had converted from the usual diesel. The change obviously reduces noise and emissions allowing the unit to work indoors and, says Riwal, the conversion does not affect the working envelope of the platform.

Niftylift also launched two new fully redesigned and updated versions of its popular narrow HR15N and HR17N booms. Both are still 1.5 metres wide but now feature a reduced stowed height of less than two metres which Niftylift says it is very important for specific applications. Working heights are 15.5 metres and 17 metres respectively with 9.7 metres outreach on both.

The final option is dependent on having a telehandler on site - perhaps for lifting and carrying items or unloading items from a wagon. There are now various access attachments for telehandlers which have the advantage of a large work area and good basket capacity combined with reasonable outreach. Whatever your needs there should be a safe and efficient method of working at height. Make sure you plan the work and book the equipment well in advance so that the work proceeds as smoothly, safely and as quickly as possible.



Push arounds now offer working heights of 7 metres and above



The new narrow Niftylift HR17N



A Snorkel A46JRT articulated boom



Special attachments can make working so much easier



Mast booms have a useful up and over capability





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The low-down on low level

The British always like to think of themselves as inventors and innovators, at the cutting edge of new developments. For the past two to three hundred years this has probably been the case, having created many of the life-changing inventions from steam engines and railways to the computer, jet engine, World Wide Web, electric motor - the list is endless. In the access sector this includes the low level push-around scissor lift. In its eight year existence, it has totally transformed low level working, driven in the UK by changes to working at height legislation but now becoming more popular in other parts of the world particularly Western Europe and the Middle East.



Snorkel TM12 features a 0.5m roll-out deck extension as standard

From its early, basic beginnings - four wheels/casters, a scissor stack and deck - natural development resulted in the push around becoming more sophisticated even including versions with drive motors to create self-propelled versions. However the original concept is making a comeback as more manufacturers enter the market with their own take on the concept, which delivers a no frills, basic, safe work platform for low level work.

A few companies have deviated from the scissor mechanism with some interesting results. One design

that has always attracted a lot of interest is JLG's Liftpod. Originally launched in 2007 by JLG Australia, this lightweight (70kg) three piece - base, mast and basket replacement for a ladder offers 150kg capacity and 4.4 metres working height. Unfortunately it never caught the mass imagination possibly because it seemed slightly more complicated to move around and erect or more likely too different for traditionalists. A few years ago JLG launched the slightly smaller 3.8 metre FS60 and the 4.4 metre FS80. The smaller version was developed so that it would fit into elevators without being dismantled.

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The new JLG Liftpod FT140.

JLG is obviously committed to this concept and launched a larger generation Liftpod - the FT140 - at Conexpo earlier this year. Retaining the key Liftpod features, it is simple to assemble, operate and transport and has the same 150kg capacity, but offers a significantly improved working height of just over six metres. The FT140



Lightweight Faraone

The growth of the push around can surely be measured in the amount of new manufacturers adding products as well as new models from existing manufacturers. One manufacturer that now has a wide low level range is Italian company Faraone. Founded in 1969

by Sabatino Faraone, the company initially produced aluminium window frames. Its ability to work with complex profiles led it to the development and production of aluminium ladders in 1979 and the opening of its current plant in Tortereto. Driven by Piero Faraone ladders were initially a division within the window frame company but a few years later the company IMA was created, which now includes special aluminium ladders, mobile scaffold towers, work platforms. At the time the aluminium ladder was an innovative product replacing wood ladders and within 10 years the company was market leader in Italy and in many international markets and has since been heavily involved in the development of European standards for ladder construction. In 1989 it started producing mobile scaffold towers. Today it has four production plants covering 60,000 square metres with its headquarters in Tortereto a coastal town in the Abruzzo region of Italy. It also has production facilities in Poland and Spain.

Its range of aerial platforms has expanded over recent years but all are compact and lightweight and largely made of aluminium. The company is looking for dealers for its interesting range of push around and self-propelled platforms with working heights of up to eight metres. Its latest platform is the new Elevah 40 which has a working height of four metres and weighs just 75kg with a platform capacity of 100kg enough for one person and



Faraone Elevah 40 weighs just 75kg



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Faraone Elevah 65E Move with double extendible deck

tools. The compact battery powered platform uses a motorbike type twist grip to raise the platform. It is 700mm wide, 900mm long with a stowed height of 1.2 metres.

One interesting variation is the Elevah 51 Move - a self-propelled stock picker - which has a 200kg platform capacity, 100kg in the basket and 100kg either on the front carrier or on the moveable tray. As the name suggests it has a maximum height of 5.1 metres, weighs a total of 335kg, has single joystick controls and a 300mm step

in height.

Largest in the range is the self-propelled Elevah 80E Move which has a working height of eight metres but has an outreach of 1.8 metres (through its two section power extendible basket) at a height of about three metres.

Custom built

Custom Equipment introduced three new European push-around scissor lifts earlier this year with narrower - 670mm - overall widths to cope with domestic/office doorways. The

models are the 3.6 metre working height HB-P3.6, the 4.5 metre HB-P4.5 and the five metre HB-P5.0 with 250kg platform capacity - 227kg on the 3.6 - and are virtually maintenance free with sealed AGM batteries as standard. The platforms are also 275mm longer than earlier models at 1.42 metres, enough for two people to work side by side, before having to use the 760mm extension.

The Originals

Italian manufacturer Bravi was way out in front in the low level access game, and yet its first product in 1986 was a self-propelled platform - the Model BP3 - with an 18 metre working height. Three years later it launched the Lui, a nine metre self-propelled mast lift. The five metre Lui Mini came along in 1995 and with constant improvement over the



Custom Equipment introduced three new European push-around scissor lifts earlier this year



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Th range of Bravi models

years, has evolved into the Leonardo HD, the main model in the current Bravi range.

But what of Pop-Up - the originator of the push around? It now has three key models - the Push 6 pro, Push 8 pro and Push 10 pro - with platform heights of two, 2.5 and three metres. These are sold direct in the UK and via the Snorkel distribution network overseas. Features now include automatic anti-surf brakes, emergency lowering, tilt sensor and saloon gates.



PopUp Push 10 Pro and the new snorkel platforms



The expanding ELS Makine access range includes this 5.3 metre working height Junior 5.5 push around.

More new products

Turkish manufacturer ELS Makine has two larger push around scissors with 10 and 12 metre working heights. Its smallest low level platform is the 5.3 metre working height Junior 5.5 push around very similar to the Pop-Up Push 10 pro but heavier weighing 430kg.

Dingli is leading a new charge into the low level market by Chinese manufacturers, it offers two push arounds - the five metre JCPT0507 with 240kg capacity, weighing 366kg and the 5.9 metre JCPT0607 which has the same platform capacity but is 30kg heavier.



The Dingli JCPT0507 has 240kg capacity and five metre working height.

Italian manufacturer Airo is another company expanding its low level range. Its latest platform is the V6E which has a capacity of 120kg and

Smaller brother of the Airo V6E is this V5E



working height of 5.5 metres and a moveable loading platform capable of carrying up to 90kg for stock picking duties.

A new self-propelled mast

ATN is the latest company to enter the 12ft self-propelled mast market, joining Snorkel, JLG, Skyjack, Haulotte and Genie with its new 15.3ft Piaf 660R which offers a working height of 6.65 metres with a 380mm platform extension. Platform capacity is 200kg and overall weight is 920kg. Overall width is 780mm while a very tight turning circle allows it to turn within its own width. ATN has developed a larger 7.9 metre version with an extra mast section, but decided that the smaller unit was more



The new ATN Piaf 660R with a working height of 6.65 metres

marketable. It will most likely launch the larger platform at a later date.

Cut the power

Another manufacturer that is carving out a significant share of the low level market is Power Towers. Its original product, the Power Tower, was launched shortly after the Pop-Up but uses a sigma lift mechanism and boasts a five metre working height. More recently its manually powered 3.5 metre Pecolift has been a huge success and earlier this year it added an outdoor wind-rated version, with stabilisers, operable on slopes up to three degrees. The company has now unveiled the Ecolift with a 4.2 metre working height. Although the same width as the Pecolift, the Ecolift is 315mm longer at 1.3 metres and 118kg heavier at 298kg. It also has a slightly higher stowed height at 1.93 metres. With no electrics or hydraulics these non-powered lifts boast minimal operation and maintenance costs and unlimited usage - assuming the operator stops for the odd meal - and they certainly appear to have struck a chord in the market.

One thing is for sure a massive surge in the development of new products for indoor applications means that no matter what the job there is a solution for almost any industrial work at height challenge - so no excuse to stick a pallet on the forklift.

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Obsessed with customer satisfaction

Jeremy Fish, managing director of Nationwide Platforms joined the company at the end of 2013 following the departure of Mike Potts and other senior managers a few months earlier. Prior to Nationwide, Fish had a six month stint as a consultant with Ainscough Cranes and spent nine years with generator rental company Aggreko. Six months into the new job, he is already implementing changes in a bid to become a more customer focussed business. A chartered marketer he is obsessed with customer satisfaction and American W Edwards Deming's view of management.

'If you do not know how to ask the right question, you discover nothing.'

W Edwards Deming

"I am extremely impressed in the way that Lavendon and Nationwide does certain things - the Tech X programme, its facilities, work processes, organisation, attention to detail and quality, from my view of 10 years in the rental industry, it is the best in its sector," he says. "I have already visited every single one of the 26 depots and although they are all different types and age of buildings they are organised and run in the same way which means lower operating costs, better quality, better service and agility."



Jeremy Fish



A large outdoor sculpture situated in a field next to the northbound carriageway of the M5 motorway, near Bridgwater in Somerset

But one of the most important areas he is involved with at the moment is rental rates. "It is in the industry's interest to improve rates. I see increased activity across the board - part of the cyclical recovery of key markets including construction - and as part of that recovery we are seeing increased rates which are still below what they were a number of years back. It is important that rental companies get the full value for the services they provide."

So is Nationwide, as market leader, prepared to lead the way?

"We have been increasing rates and that is needed to justify the continual investment and innovation," he says. "This year Nationwide is spending £25 million on new equipment (part of a £55 million total Lavendon spend). We are seeing strong growth in material handling attachments and continuing to invest in innovations in this area through Blue Sky, the attachment designer acquired in 2011."

"What we have seen when prices are cut to the bone, are machines not properly maintained, or lack of familiarisation training, documentation or support. This is not the service we provide or that our customers expect. To do all

these things the whole industry needs to obtain a decent return."

"Rental rates are still below those of five years ago even though they are recovering. We have to be competitive in everything we do but I still want to offer value such as tool box talks, advice on the right platform for the job, IPAF training, familiarisation training and one port of call for all technical issues that are dealt with promptly. Rates have to go up because costs - such as transport and labour - have increased. It is not sustainable for these costs to increase year on year and not be passed on. All that is compromised is the quality of service because of the reduced level of investment back into the business. Many of our customers - especially the bigger companies - are expecting supply chain costs to increase across the board, and this is a correction that is overdue especially as the market tightens up and picks up."

Fish is now introducing a new algorithm tool for spot hires (not fixed price contracts) - called 'Intelligent Pricing', part of an in-house designed and developed software package L-Vis, which like the airline industry fixes the price based on a number of criteria including utilisation and availability.

Nationwide has the largest access fleet in the UK with almost 12,000 platforms

"If machines are in short supply or the platform is needed at very short notice and this leads to increased in-house costs - rescheduling transport or additional engineers' time etc ... then the rental rate should be more. It is all about yield and asset management. Prices vary by only a few percent either way but I am keen to have the market understand that pricing for hire equipment does vary depending on various factors. The system is an algorithm on a computer screen that is used by every hire desk. It is easy to use and eliminates the temptation for staff to revert to local knowledge."

"A lot of time and money has been spent developing L-Vis over the past few years to make it simple to use, for customers to place orders and for hire desk operators to answer customer queries - for example it has real time equipment availability. We looked at external systems but what we have developed in-house is streets ahead. It is very easy to use and reduces training times, allowing people to focus on interaction with the customer and not get bogged down with the system detracting from the customer experience. The customer can ask any question relating to their order, equipment history, outstanding payments etc and all the information is available - no other system can deal with all these points as easily."

Selecting the right machine

Brand new customers are offered help with the selection of the machine and there is also a site survey option. The company has also developed its own App 'Product Selector' taking customers - in simple language - through how to choose the right platform for the job. An improved version is now in development and makes the order process simpler and is said to enhance the customers' experience.

Satmetrix and NPS

"One of the first things I have done is to implement a system called Satmetrix which results in a ratio called Net Promoter Score (NPS). It measures in simple terms, the proportion of customers which think a company does an excellent job, compared to those who think it is average or worse. Satmetrix benchmarks thousands of companies across the world to compare - using a single number - the levels of customer satisfaction and loyalty."

Every new Nationwide customer is asked to complete the survey at the end of the hire, with repeat customers completing no more than one form every 90 days. Questions include are they happy with the service/product, are they likely to recommend to a colleague, delivery time, can anything be improved, comparison against competitors, the equipment, value for money etc.

"The system went live at Nationwide Platforms in April and it provides a single figure that can help us to predict the company's growth. Now we are measuring customer loyalty and satisfaction at the end of every hire, rather than having a one off survey once a year and the feedback drives improvements," says Fish. "Everything Nationwide does from this moment on will be based on the way customers score the company. Everyone can rant and rave over customer service but now we have some real metrics using an independent third party. Customers respond directly to Satmetrix and the figures cannot be altered."

In the first weeks there were 150 replies but that figure is expected to escalate rapidly.

"The entire business will use this data every single month so we will



NEC refurb



Birmingham depot



Heathrow airport



have an NPS score for each region and I will be discussing the figure with regional directors and how to improve it. Because each response is logged we can also see how equipment performs and this will in the future influence purchasing decisions."

"It is all about customer relationship management, providing a good service improving on what you are doing, asking for feedback and not being defensive about it, then adopting it into the business and continually improving. We used to survey 100 customers once a year and then pat ourselves on the back if it was good. This new system goes much further and asks have we done the best we can for each hire. This is part of the value added service I am trying to install in the company and it will be my legacy."

Wider range?

Nationwide already has the largest access fleet in the UK with nearly 12,000 platforms, but is it looking to expand the range of equipment - such as telehandlers or spiderlifts - to provide a greater choice for the customer?

"We could do with a more varied fleet but at the moment we see more demand for articulated booms such as the Genie Z45 and bigger diesel scissors. Rates are not good for large booms and will have to

improve to get back to decent levels".

"Rather than just looking at increasing rental rates I would rather be seen to give better value," he says. "We are always looking to save costs for customers. For example if a customer says they need 50 platforms on a contract we may be able to reduce that number through a service called Managed Services which helps customers manage machine utilisation. I am astounded how many platforms sit around on site not in use. Our solution may save the customer money as well as giving us a better rate - it is a win win situation all around. It is a turnkey service where the customer hands the machine selection, training, compliance, reporting etc to us. We have a number of customers where this is very successful."

W Edwards Deming

Fish is a huge fan of American statistician and quality guru W Edwards Deming - probably best known for his Statistical Product Quality Administration which is widely credited with being the inspiration for what has become known as the Japanese post-war economic miracle. Deming's 14 points of management outline the quality basics of a business such as variation is a killer. Applied to a rental company this means fewer



Truck mounted platforms being used for broadcasting



Bristol depot

manufacturers and models, easing maintenance, training and improving leverage with the supplier.

"I am from the school of minimised variation in everything," says Fish. "However having said that we will look at the best equipment for the job and will not change just for the sake of it."

"Ultimately for each item of equipment, it is the return on capital employed - are you making money - rather than how utilised the equipment is," he says. "I didn't realise how much there is in hiring an access platform. My rental background is generators and there is nothing more dangerous than high voltage electricity, but when you come to platforms and working at height I think many customers are far too complacent and too many will buy/rent on price without looking further into the equipment and service they get from the company supplying it."

Recent changes

Fish has made a few appointments including new sales and marketing director Jeremy Jowett from Harsco. "Jowett's role is to make changes to provide better sales coverage and account management and get sales people closer to customers," says Fish. "Our customer service is only as good as the people we employ and so I have appointed a new HR director Steve Lynas. I am personally passionate about people development, training, growth."

"I have a saying: "We spend most of our life at work and sleeping so it pays to have fun at work, and invest in a good mattress". I want people to enjoy, be engaged and fulfilled at work so they can offer the best customer service. This is why we have the Lavendon Academy - in 2013 we provided almost 2,000 employee training days, 1,210 e-learning sessions, we have 78 different e-learning courses and a comprehensive apprentice programme - with about 30 apprentices. The in-house feedback is fantastic."

"Being a hands-on manager I need to know what my customers are saying. I read every single Satmatrix reply and if a customer has an issue with anything at all I am happy to meet anytime anywhere and discuss the matter - it is the only way to know what is going on and have your finger on the pulse. At the end of the day we are a plant hire business. We buy equipment and rent it out when the customer wants it, get it to site on time, make sure it is reliable, then take it off site and invoice. That is what we do. We just need to keep it simple and not overcomplicate things."



York Racecourse



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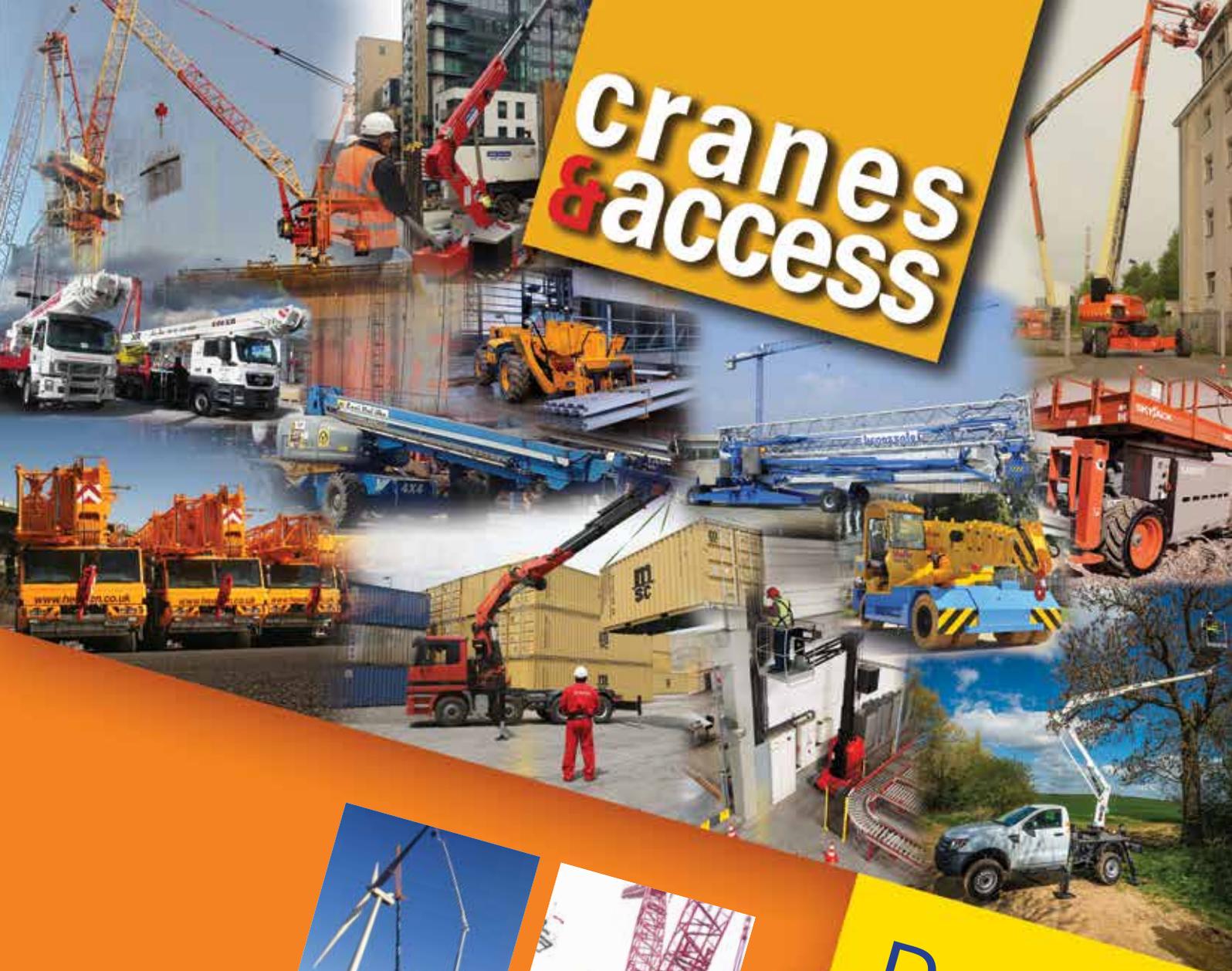
With a tight turning radius and Fast Mast™ boom function, the Z-33/18 is well-suited to tasks on sensitive surfaces where space is restricted such as airports, shopping centres and theatres. Its key features also include the choice of non-marking solid rubber or non-marking multi-surface tyres, long working cycles due to low-consumption AC drive transmission, a great ground clearance and the ability to drive at maximum height.

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Cranes & access



Dealer Guide

Cranes
Aerial Work
Platforms
Access equipment
Lifting gear
Loader cranes
Telehandlers
Components &
Accessories

UK & Ireland
2014

www.vertikal.net



UK & Ireland dealer guide

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



HEAVY LIFT CRANES/EQUIPMENT

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

MOBILE CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Altec	USA	Aldercote	01482 222377	Aldercote	+44 1482 222377	www.aldercote.com
Bendini	Italy	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terex.com
Bencini - Cams	Italy	No Distribution	+378 549 988 111	No Distribution	+378 549 988 111	www.camsind.com
Broderson	USA	Direct	+1 913 888 0606	Direct	+1 913 888 0606	www.bmccranes.com
EuroRigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Franna	Australia	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Galizia	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Hydrocon	Turkey	No Dealer	+332 444 88 11	No Dealer	+332 444 88 11	www.hidrokon.com
Grove	Germany	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
JMG	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Kato	Japan	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 7650	www.liebherr.co.uk
Lift Systems	USA	Claxton International	01244 661000	Claxton International	+44 1244 661000	www.claxtoninternational.co.uk
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	+44 1375 361616	www.nrcplant.co.uk
Locatelli	Italy	No Dealer	+390 3549 45066	No Dealer	+39 035 494 5066	www.locatell Crane.eu
Manitex	USA	No Dealer	+1 512 942 3000	No Dealer	+1 512 942 3000	www.manitex.com
Manotti	Italy	No Dealer	+390 5229 65590	No Dealer	+390 5229 65590	www.manotti.eu
Marchetti	Italy	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Ormig	Italy	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
Rigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Sany	Austria	Palfinger Sany	+43 662 46840	Palfinger Sany	+43 662 46840	www.palfinger-sany.com
Sennebogen	Germany	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Spierings	Holland	Spierings Kranen	+31 4126 97777	Spierings Kranen	+31 4126 97777	www.spieringskranen.nl
Tadano/Faun	Germany	Tadano UK	0870 066 5466	Tadano UK	+44 870 066 5466	www.cranesuk.net
Terex	Germany	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Valla	Italy	Hird	01482 227333	Hird	+44 1482 227333	www.hird.co.uk
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	+44 2881 659709	www.cannonxcmg.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com

CRAWLER CRANES

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

TOWER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Arcomet	Belgium	No Dealer	+32 114 50950	No Dealer	+32 114 50950	www.arcomet.com
Artic Cranes	Sweden	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Benazzato	Italy	Rossa Cranes	07939 094742	Rossa Cranes	+44 7939 094742	www.rossainternational.com
Cattaneo	Italy	Weaving Machinery	01386 49155	Weaving Machinery	+44 1386 49155	www.weavingmachinerycranes.net
Cinomatic	Italy	Wanted	+39 3412 81961	Wanted	+39 3412 81961	www.cinomatic.com
Cleaver Crane	Italy	Wanted	+39 2908 48689	Wanted	+39 2908 48689	www.gelcogru.com
Cobra	Switzerland	Direct	+41 2667 51530	Direct	+41 2667 51530	www.cobra-crane.com
(Comedil) Terex	Italy	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
FB Gru	Italy	Crane Hire East Anglia	01206 899622	Northern Lift Trucks	+28 9267 3111	www.cranehireeastanglia.co.uk
FM Gru	Italy	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantisirish.ie
Gelco Cleaver Crane	Italy	Wanted	+39 290 848 689	Wanted	+39 290 848 689	www.gelcogru.com
Jaso	Spain	Falcon Crane Hire	01362 821048	Falcon Crane Hire	+44 1362 821048	www.falcon-crane-sales-hire-uk.com
Jost	Germany	London Tower Crane	+44 (20) 8953 7800	London Tower Crane	+44 (20) 8953 7800	www.londontowercranes.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Linden Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Lux Cranes	Germany	MTI-Lux SA	+352 2674 5480	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Mantis	Ireland	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantisirish.ie
MTI	Germany	MTI-Lux SA	+352 2674 5480	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Potain top slew	France	Manitowoc UK	01280 818830	Electogen	+353 1825 1644	www.potain.com
Potain self erectors	France	Ladybird Crane Hire	01527 889889	Electogen	+353 1825 1644	www.potain.com
Raimondi	Italy	Vanson Cranes	01476 861011	Irish Crane and Lifting	+353 643 3722	www.vansoncranes.com
Spierings	Holland	Spierings Kranen	+31 4126 97777	Spierings Kranen	+31 4126 97777	www.spieringskranen.nl
San Marco	Italy	Direct	+39 032 282 601	Direct	+39 032 282 601	www.sanmarco-int.com
Terex Cranes	Italy	Terex Cranes UK	01844 203703	Terex Cranes UK	+44 1844 203703	www.terexcranes.com
Vanson	UK	Vanson Cranes	01476 861011	Vanson Cranes	+44 1476 861011	www.vansoncranes.com
Vicario	Italy	Wanted	+39 3228 46690	Wanted	+39 3228 46690	www.vicariogru.com
Wolffkran	Germany	HTC Plant	01709 559668	HTC Plant	+44 1709 559668	www.htcplant.com
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
Yongmao	China	Jin Long Europe	01707 600199	Jin Long Europe	+44 1707 600199	www.jinlongeurope.com

SPIDER CRANES

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

LOADER CRANES

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

TRAILER / ALUMINIUM CRANES

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

LIFTING GEAR

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

TELEHANDLERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ausa	Spain	Ausa UK	09770 639988	Ausa UK	+44 7970 639988	www.ausa.com
Bobcat	France	Bobcat UK	01942 266880	Montana Plant Sales	+353 1401 8844	www.bobcat.eu
Case	Italy	Case Construction	01302 802802	Case Construction	+44 1302 802802	www.casece.com
Caterpillar	Belgium	Finning UK	01530 249605	Finning Ireland	+353 1464 3500	www.finning.co.uk
Claas	Germany	Class UK	01284 763100	Class UK	+44 1284 763100	www.claas.com
Deutz	Belgium	Deutz AG	01788 891892	Deutz AG	01543 438900	www.deutz-fahr.com
Dieci	Italy	Dieci Telehandlers UK	01258 817997	Dieci	+44 2830 821230	www.dieci-telehandlers.co.uk
Doosan	France	Bobcat UK	020 87230161	Montana Plant Sales	+353 1401 8844	www.bobcat.eu
Faresin	Italy	Metcalf Ag	01995 61166	Wanted	0445 800300	www.faresindustries.com
Genie	Italy	Genie UK	01476 584333	Genie UK	+44 1476 584333	www.tdtequipment.com
Giraf Track	Belgium	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Jakob Fahrzeugbau	Switzerland	Not Distributed	+41 71 411 67 60	Not Distributed	+41 71 411 67 60	www.jakobfahrzeugbau.ch
JCB	UK	JCB	01889 590312	JCB	+44 1889 590312	www.jcb.co.uk
JLG	Belgium	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.kramerallrad.co.uk
Landini	Italy	Agriargo UK	01302 757550	D&S Machinery	+353 1450 7377	www.agriargouk.com
Liebherr	Austria	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Lull	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Manitex (Lowry)	Canada	Pooler LMT	01952 770189	Pooler LMT	+44 1952 770189	www.pooler-lmt.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Merlo	Italy	Merlo UK	01425 480806	Merlo UK	+44 1425 480806	www.merlo.co.uk
MST	Turkey	Direct	+902 1645 30353	Direct	+902 1645 30353	www.mst-tr.com
Neuson Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.kramerallrad.co.uk
New Holland	Italy	New Holland Construction	01268 292423	New Holland Construction	+44 1268 292423	www.newholland.com
Pettibone	USA	Direct	+1 800 467 3884	Direct	+1 800 467 3884	www.gopettibone.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	MAC Machinery	+353 7491 56708	www.hassells.com
Skytrak	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Terex	Italy	TDL Equipment	08444 994499	TDL Equipment	+44 8444 994499	www.tdtequipment.com
Versa-Lift	USA	Pooler LMT	01952 770189	Pooler LMT	+44 1952 770189	www.pooler-lmt.com
VHS Manirail	Holland	Direct	+31 4973 31033	Direct	+31 4973 31033	www.vhsbladel.nl
XCMG	China	Cannon Specialist	02881 659709	Cannon Specialist	+44 2881 659709	www.cannonxcmg.co.uk
Xtreme	USA	Snorkel	0845 1550 057	Snorkel	+44 045 1550 057	www.snorkellifts.com

SELF - PROPELLED BOOM LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Aerial & Handling Services	01737 844896	Aerial and Handling Services	+44 1737 844896	www.aerialandhandlingservices.com
ATN	France	Wanted	+33 553 761 235	Wanted	+33 553 761 235	www.atnplatforms.com
Cautrac	UK	Direct	+44 1206 273111	Direct	+44 1206 273111	www.cautrac.com
Dingli	China	Seeking Dealer	+86 572 868 1688	Seeking Dealer	+86 572 868 1688	www.hinadnli.com
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Giraf Track	Belgium	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
HAB	Germany	Manufacturer Insolvent	-	Manufacturer Insolvent	-	Manufacturer Insolvent
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Hitachi	Japan	HM Plant	01914 308400	HM Plant	+44 1914 308400	www.hmplant.ltd.uk
Imer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.clm-supplies.com
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Avant Tecno UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Lehmann	Germany	Wanted	+49 351 854 040	Wanted	+49 351 854 040	www.lehmann.lift.de
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Matlisa	Spain	Hi-Lift Access	01623 474154	Seeking Dealers	+34 976 294547	www.matlisa.es
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	APS	01480 891251	APS	+01 5598 421500	www.iapsgroup.com
Mecaplus	Spain	No Dealer	+39 974 435126	No Dealer	+39 974 435126	www.mecaplus.es
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Sinoboom	China	Seeking Dealer	+86 731 8711 6222	Seeking Dealer	+86 731 8711 6222	www.sinoboom.com
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Japan	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
Toucan	France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com

SCISSOR LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Aerial & Handling Services	01737 844896	Aerial & Handling Services	+44 1737 844896	www.aerialandhandlingservices.com
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
ATN	France	Wanted	+33 553 761235	Wanted	+33 553 761235	www.atnplatforms.com
Bravi	Italy	Direct	+39 071 7819090	Direct	+39 071 7819090	www.braviisol.com
Custom Equipment	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Dingli	China	Dingli UK	07794 052601	Dingli UK	+44 7794 052601	www.dingliplatformsales.co.uk
Eazzi Lift	UK	RZ Access Platforms	07799 118462	RZ Access Platforms	+44 7799 118 462	www.rzaccess.com
Eddielift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraone	Italy	Seeking Dealer	+39 861 772 221	Seeking Dealer	+39 861 772 221	www.faraone.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
HAB	Germany	Manufacturer Insolvent	-	manufacturer insolvent	-	manufacturer insolvent
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Holland Lift	Holland	AJ Access	01291 421155	AJ Access	+44 1291 421155	www.accessplatforms.com
Hy-Brid	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Iteco/Imer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.clm-supplies.com
JLG	USA-Belgium	JLG Industries	UK 01616 541000	Access Platform Sales	+44 1480 891251	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Avant Tecno UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Liftflux	Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	APS	01480 891251	APS	+01 5598 421500	www.iapsgroup.com
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Noblelift	China	Noblelift Europe	+49 9401 607930	Noblelift Europe	+49 9401 607930	www.noblelift-europe.com
Omega	Holland	Direct	+31 174 525990	Direct	+31 174 525990	www.omegaplatforms.nl
Oxley Group	Italy	Direct	+39 171 857036	Direct	+39 1718 57036	www.oxley.es
PB Lifttechnik	Germany	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co.uk
PLE	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Pop-Up Products	UK	Pop-Up Products	01244 833933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Sinoboom	China	Seeking Dealer	+86 731 8711 6222	Seeking Dealer	+86 731 8711 6222	www.sinoboom.com
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Germany	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
Youngman	Taiwan	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.iapsgroup.com

VEHICLE MOUNTED LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ascendant	UK	Ascendant Access	0191 4879933	Ascendant Access	+44 191 4879933	www.ascendantaccess.com
Altec	USA	Aldercote	01482 222377	Aldercote	+44 1482 222377	www.aldercote.com
Barin	Italy	Direct	+39 4959 71300	Direct	+39 4959 71300	www.barin.it
Benelli gru	Italy	Direct	+39 522 969756	Direct	+39 522 969756	www.benelligrui.it
Bizzocchi	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Böcker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Bronto Skylift	Finland	Ian James	07884 497267	Ian James	+44 7884 497267	www.bronto.fi
Bronto Fire Platforms	Finland	Angloco	01924 441212	Angloco	+44 1924 441212	www.angloco.co.uk
Cautrac	UK	Cautrac	01206 273111	Cautrac	+44 1206 273111	www.cautrac.com
Cela	Italy	Euraccess	01179 609499	Wanted	+39 3098 84084	www.euraccess.co.uk
CMC	Italy	Spiderlift	08702 255554	Spiderlift	+44 8702 255554	www.spiderlift.co.uk
Co.M.eT	Italy	Affordable Access	01794 521177	Wanted	+39 051 687 8711	www.officinet.com.it
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Cushman	USA	Direct	+1 7067 984311	Direct	+1 7067 984311	www.cushman.com
Easy Lift	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
France Elévateur	France	Utility Equipment	0161 850 0456	Utility Equipment	+44 161 850 0456	www.utility-equipment.com
GSR	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Hinowa	Italy	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Isoli	Italy	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Moog	Germany	Direct	+49 7555 9330	Direct	+49 7555 9330	www.moog-online.de
Movex	Spain	Seeking Dealer	+34 9384 93777	Seeking Dealer	+34 9384 93777	www.movexlift.com
Multihog	UK	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
Multitel-Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Oil&Steel	Italy	Mantis Access	01388 748962	Mantis Access	+353 7491 49605	www.mantisaccess.com
Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Palfinger Platforms	Germany	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
RAM	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co.uk
Ruthmann	Germany	Access Sales International	08718 714284	Access Sales International	+44 8718 714284	www.asionline.co.uk
Sky Aces	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
SkyKing	UK	Direct	01858 467361	Direct	+44 1858 467361	www.kingtrailers.co.uk
Socage	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
Talleres Velilla	Spain	Seeking Dealer	+34 9384 93777	Seeking Dealer	+34 9384 93777	www.movexlift.com
Tecchio	Italy	Wanted	+39 4299 0648	Wanted	+39 4299 0648	www.tecchiosrl.com
Terex Utilities	USA	Cumberland Platforms	01536 529 876	Cumberland Platforms	+44 1536 529 876	www.cumberlanduk.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com
Versalift	UK	Versalift UK	01536 721010	Versalift UK	+44 1536 721010	www.versalift.co.uk
Xtrux	Italy	Affordable Access	01794 521177	Wanted	+39 051 687 8711	www.xtrux.it

TRAILER LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Bil-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Böcker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Custers	Holland	Hi-Lift Access	01623 474154	Hi-Lift Access	+44 1623 474 154	www.hi-liftaccess.co.uk
Denka	Germany	Rothlehner	+49 8724 96010	Rothlehner	+49 8724 96010	www.rothlehner.de
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Emminghaus	Germany	Direct	+49 5264 64640	Direct	+49 5264 64640	www.emminghaus.de
Europelift	Hungary	Direct	+36 209 474767	Direct	+36 209 474767	www.europelift.com
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Klaas	Germany	Direct	+49 2593 95920	Direct	+49 2593 95920	www.klaas.com
Matilsa	Spain	Hi-Lift Access	01623 474154	Seeking Dealers	+34 976 294547	www.matilsa.es
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Ommelift	Denmark	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Paus	Germany	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202 071	www.unic-cranes.co.uk
PLE	USA	Direct	+1 605 763 2945	Direct	+1 605 763 2945	www.portableliftequipment.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com
Thomas Hoogwerkers	Belgium	Direct	+32 5237 1005	Direct	+32 5237 1005	www.thomas-hoogwerkers.be

PUSH AROUND LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
Bil-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Bison Products	UK	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Böcker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Custom Equipment	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Dingli	China	Seeking Dealer	+86 572 868 1688	Seeking Dealer	+86 572 868 1688	www.hinadinli.com
Eazzilift	UK	R2 Access Platforms	07799 118462	R2 Access Platforms	+44 7799 118 462	www.accessaccess.com
Eddielift	Italy	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraone	Italy	Seeking Dealer	+39 861 772 221	Seeking Dealer	+39 861 772 221	www.faraone.com
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Hugo	UK	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Hy-Brid	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Iteco/Imer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.clm-supplies.com
JLG	USA-France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Kuli/Kempkes	Germany	Wanted	+49 2191 4340	Wanted	+49 2191 4340	www.kuli.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Pop-Up Products	UK	Pop-Up Products	01244 833933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
ReechCraft	USA	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Power Scissor	UK	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Sidewinder	UK	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Snorkel	UK	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Youngman	Taiwan	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.iapsgroup.com



SPIDERLIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Airo	Italy	Aerial & Handling Services	01737 844896	Aerial & Handling Services	+44 1737 844896	www.aerialandhandlingservices.com
Benelli gru	Italy	Direct	+39 522 969756	Direct	+39 522 969756	www.benelligr.it
Bluelift	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Cela	Italy	Euraccess	01179 609499	Wanted	+39 3098 84084	www.euraccess.co.uk
Cormidi	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
CMC	Italy	Spiderlift	08702 255554	Spiderlift	+44 8702 255554	www.spiderlift.co.uk
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelif.com
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Easy Lift	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Falck Schmidt	Denmark	Urban Access	01202 593411	Urban Access	+44 1202 593411	www.urban-access.co.uk
Hinowa	Italy	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Imer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.clm-supplies.com
Jekko	Italy	Seeking Dealer	+39 0438 434443	Seeking Dealer	+39 0438 434443	www.jekko.it
Leader	Italy	Wanted	+39 0522 619270	Wanted	+39 0522 619270	www.leader-piatt.it
Leguan	Finland	Avant Tecno UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Multitel	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Oil&Steel	Italy	Mantis Access	01388 748962	Mantis Access	+353 7491 49605	www.mantisaccess.com
Ommelift	Denmark	APS	01480 891251	APS	+44 1480 891251	www.iapsgroup.com
Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Palazzani	Italy	TCA Lifting	0845 603 5360	TCA Lifting	0845 603 5360	www.poweredaccess.com
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
RAM	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Sinoboom	China	Seeking Dealer	+86 731 8711 6222	Seeking Dealer	+86 731 8711 6222	www.sinoboom.com
Socage	Italy	Cumberland Platforms	01536 529876	Cumberland Platforms	+44 1536 529876	www.cumberlanduk.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.co

MASTCLIMBERS & HOISTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ahler	Spain	BFT Mastclimbers	01525 853575	BFT Mastclimbers	+44 1525 853575	www.bftmastclimbing.com
Alba	Spain	Wanted	+34 944 711 600	Wanted	+34 944 711 600	www.alba.es
Alimak	Sweden	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
AS Climber	Spain	Direct	+34 916 918 580	Direct	+34 916 918 580	www.asc climber.com
Böcker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Camac	Spain	Direct	+34 937 771 050	Direct	+34 937 771 050	www.camacsa.com
Electroelsa	Italy	Direct	+39 057 791 3401	Direct	+39 057 791 3401	www.electroelsa.com
Euroscaf	Italy	Direct	+39 042 374 6732	Direct	+39 042 374 6732	www.euroscaf.it
Encomat	Spain	Direct	+34 916 280 056	Direct	+34 916 280 056	www.encomat.com
Fixator	France	Direct	+33 241 311 700	Direct	+33 241 311 700	www.fixator-lift.com
Fraco	Canada	Fraco UK	01895 262215	Fraco UK	+44 1895 262215	www.fraco.co.uk
Geda	Germany	Mace Industries	01536 206600	Jürgen Deffner	+49 906 9809139	www.geda.de
Goian	Spain	Wanted	+34 943 804 001	Wanted	+34 943 804 001	www.goian.com
Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Hek	Holland	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
Hydro Mobile	Canada	Wanted	+1 888 484 9376	Wanted	+1 888 484 9376	www.hydro-mobile.com
Maber	Italy	Imer Direct UK	01215 225930	Maber	+39 444 660 872	www.imerdirect.com
MP-Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Piat	Italy	Direct	+39 041 927 824	Direct	+39 041 927 824	www.piatvideasrl.com
Raxter	Holland	NTP Hoist Spares	01484 300503 NTP	Hoist Spares	+44 1484 300503	www.hoistspares.co.uk
Rovers	Italy	Wanted	+39 089 772 4134	Wanted	+39 089 772 4134	www.rovers.it
Safi	Italy	Direct	+39 042 363 9321	Direct	+39 042 363 9321	www.safi.it
Saltec	Spain	Direct	+34 9765 71737	Direct	+34 9765 71737	www.en.saltectorgar.com
Scanclimber	UK	Scanclimber UK	01505 702600	Scanclimber UK	+44 1505 702600	www.scanclimber.co.uk
Steinweg	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
SMEA.N.	Italy	Wanted	+39 081 250 8421	Wanted	+39 081 250 8421	www.smean.it
Stros	Slovakia	Direct	+420 318 842 111	Direct	+420 318 842 111	www.stros.cz
Torgar	Spain	Direct	+34 9765 71737	Direct	+34 9765 71737	www.en.saltectorgar.com

TRANSPORT TRAILERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Andover Trailer	UK	Direct	01264 358944	Andover Trailers	+44 1475 522261	www.andovertrailers.co.uk
Broshuis	Holland	Broshuis Trailers UK	01858 432502	Broshuis Trailers UK	+44 1858 432502	www.broshuis.com
Goldhofer	Germany	Andover Trailers	01264 358944	Andover Trailers	+44 1475 522261	www.andovertrailers.co.uk
Ifor Williams	UK	Local Network	0843 216 7447	West-Wood Trailers	+353 45 87 6053	www.iwt.co.uk
Kässbohrer	Turkey	Tinsley	01642 784279	Tinsley	+44 1642 784279	www.tinsleyspecialproducts.com
King	UK	King Trailers	01858 467361	King Trailers	+44 1858 467361	www.kingtrailers.co.uk
Nicolas	France	Munro Commercial	01704 897003	Munro Commercial	+44 1704 897003	www.munrocommercial.com
Nooteboom	Holland	HSE Nooteboom	01536 204233	HSE Nooteboom	+44 1536 204233	www.hse-nooteboom.com
Faymonville	Belgium	Traffic	01536 206915	Ashbourne Truck Centre	+353 1835 0573	www.faymonville.com
Schuler & Schlömm	Switzerland	Wanted	+41 854 7000	Wanted	+41 854 7000	www.schuler-schuler.ch
Tinsley	UK	Tinsley	01642 784279	Tinsley	+44 1642 784279	www.tinsleyspecialproducts.com

MOBILE ACCESS TOWERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Advance	Australia	Clow Group	01415 546272	Clow Group	+44 141 554 6272	www.clowgroup.co.uk
Aliscaff	UK	Aliscaff	01279 406270	Aliscaff	+44 1279 406270	www.alistage.co.uk
Alto	UK	Alto Tower Systems	08451 776644	Alto Tower Systems	+44 8451 776644	www.alto-towers.co.uk
Altrex	UK	Pop-Up Products	01244 833933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
Big Astor	Italy	Wanted	+39 116 051 743	Wanted	+39 116 051 743	www.bigastor.it
Euro Towers	UK	Euro Towers	01604 644774	Euro Towers	+44 1604 644774	www.eurotowers.co.uk
Faraone	Italy	Seeking Dealer	+39 861 772 221	Seeking Dealer	+39 861 772 221	www.faraone.com
Frigerio	Italy	Wanted	+39 035 525 115	Wanted	+39 035 525 115	www.eng.frigeriospa.com
Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Instant UpRight	Ireland	Planet Platforms	0800 0854 161	F.A.S.T Scaffold	+353 1830 8133	www.planetplatforms.co.uk
Layher	Germany	Layher UK	01462 475100	Layher UK	+44 1462 475100	www.layher.co.uk
Lyte Industries	UK	Lyte Industries	01792 796666	Lyte Industries	+44 1792 796666	www.lyteladders.co.uk
Monkey Tower	UK	Monkey Tower	01277 356172	Monkey Tower	+44 1277 356172	www.monkeytower.co.uk
Eiger Tower	UK	Pop-Up Products	01244 833 933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
Pop-Up Products	UK	Pop-Up Products	01244 833 933	Pop-Up Products	+44 1244 833 933	www.popupproducts.co.uk
Pyrascap	UK	Pyrascap	07818 558379	Pyrascap	+353 1830 7328	www.pyrascapftd.com
Svelt	Italy	Wanted	+39 035 681663	Wanted	+39 035 681663	www.svelt.it
Turner Access	UK	Turner Access	01413 095555	Turner Access	+44 141 309 5555	www.turner-access.co.uk
Youngman	UK	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.iapsgroup.com
Zarges	Germany	Zarges UK	01908 641118	Zarges UK	+44 1908 641118	www.zargesuk.co.uk
Zip-Up	Ireland	Planet Platforms	0800 0854161	F.A.S.T Scaffold	+353 1830 8133	www.planetplatforms.co.uk

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DISCONTINUED BRANDS

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

COMPONENTS ACCESSORIES & PARTS

Manufacturer	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
3B6	3B6 UK	01482 227333	3B6 UK	+44 1482 227333	www.hird.co.uk/3b6
AGS	Falcon Crane	01362 821048	Casey Group	+353 4548 5240	www.falcon-crane-sales-hire-uk.com
Air-Seal Products	Direct	01823 674411	Direct	+44 1823 674411	www.air-sealproducts.com
AltarnaMATS	GreenTek	01132 677000	GreenTek	+44 1132 677000	www.greensward.co.uk
Amber Valley Devel	Direct	0116 240 2968	Direct	+44 1162 402968	www.amber-valley.co.uk
Ashtree Glass	Direct	01274 546732	Direct	+44 1274 546732	www.ashtreeglass.co.uk
Autec	Wanted	+39 0444 901000	Wanted	+39 0444 901000	www.autesafety.com
Ascorel	Direct	+1 877 717 2253	Direct	+1 877 717 2253	www.ascorel.com
Boscaro	Wanted	+39 444 866 520	Wanted	+39 444 866 520	www.boscaroitalia.com
BFL Alimats	Alimats	01335 345111	Alimats	+44 1335 345111	www.cranerigggermats.co.uk
BPE	IFCOM UK	01236 770033	IFCOM UK	+44 1636 676794	www.bpe.it
Braden Winch	Koppen & Lethem	01636 676794	Koppen & Lethem	+44 1636 676794	www.koppen-lethem.co.uk
Butti Lifting Equipment	Direct	+035 787300	Direct	+035 787300	www.butti.it
Carl Stahl	Carl Stahl Evita	0845 226 0819	Carl Stahl Evita	0845 226 0819	www.carlstahl-evita.co.uk
Casar Pfeifer	Drako	01270 587728	Wire Ropes	+353 404 67375	www.pfeifer.co.uk
Cautrac	Direct	01206 273111	Direct	+44 1206 273111	www.cautrac.com
Cavotec	Cavotec	UK 01642 608245	Cavotec UK	+44 1642 608245	www.cavotec.co.uk
Cobo	Hird	01482 227333	Hird	+44 1482 227333	www.peter-hird.co.uk
Conquip	Conquip	0845 2015030	Conquip	0845 2015030	www.conquipindustrial.com
Crosby	Crosby UK	01226 290516	Crosby UK	+44 1226 240118	www.thecrosbygroup.com
Crown Batteries	Shield Batteries	01279 652067	Shield Batteries	+44 1279 652067	www.shieldbatteries.co.uk
C-Tech Industries	Direct	+1 513 860 9311	Direct	+1 513 860 9311	www.ctech-ind.com
Dakota Shine	Future Products	01623 635171	Future Products	+44 1623 635171	www.futureproductsltd.com
Deutz	Deutz UK	01543 438900	Deutz UK	+44 1543 438900	www.deutzuk.com
Double Coin Tyres	Kirby Tyres	0870 242 8800	Kirby Tyres	0870 242 8800	www.kirbytyres.co.uk
Dyno	Dyno Europe	+32 5661 7977	Dyno Europe	+32 5661 7977	www.dynoeurope.com
Dynamic Oil	Direct	+39 059 812 601	Direct	+39 059 812 601	www.dinamicoil.it
Eco Outrigger Pads	IPS	01480 891251	IPS	+44 1480 891251	www.iapsgroup.com
Elebia	Red Plant	0845 838 7584	Red Plant	+44 845 838 7584	www.redplant.co.uk
Gantic	Alfa Access Services	0845 2579005	Direct	+47 553 15531	www.alfa-access-services.com
Geomatic	Koppen & Lethem	01636 676794 K	oppen & Lethem	+44 1636 676794	www.koppen-lethem.co.uk
G. Fluid	Wanted	+39 059 828543	Wanted	+39 059 828543	www.gfluid.com
Goodyear Dunlop	Goodyear UK	01213 066000	Goodyear Ireland	+353 162 38500	www.goodyear.eu
Gunnebo	Gunnebo Industries	01527 522560	Gunnebo Industries	+44 1527 522560	www.gunneboindustries.co.uk
Hatz	Hatz GB	01455 622100	Hatz GB	+44 1455 622100	www.hatzgb.co.uk
HBC-radiomatic	HBC-radiomatic UK	01215 036920	HBC-radiomatic UK	+44 1215 036920	www.hbc-radiomatic.co.uk
Hetronic	Hetronic Great Britain	0845 0046938	Hetronic Great Britain	0845 0046938	www.hetronic.co.uk
Hirschmann	Pat Krüger	01889 580101	Pat Krüger	+44 1889 580101	www.pat-kruger.co.uk
HookCam	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
IGUS	IGUS UK	01604 677240	IGUS UK	+44 1604 677240	www.igus.co.uk
Ikusi	Ind. Remote Cont. Sys.	01207 583890	Ind. Hemote Cont. Sys.	+44 1207 583890	www.ikusi.co.uk
Imet	Simbal	01298 813883	Simbal	+44 1298 813883	www.simbal.net
Imo	Direct	+49 9193 63950	Direct	+49 9193 63950	www.goimo.com
Independent Parts & Service	IPS	01952 607660	IPS Ireland	+353 429 339500	www.iapsgroup.com
Knott	Knott	01283 531541	Knott	+44 1283 531541	www.knottuk.com
Kubota	Kubota UK	01844 214500	Kubota UK	+44 1844 214500	www.kubota.co.uk
Loadlift	Loadlift	01255 671187	Loadlift	+44 1255 671187	www.loadlift.com
Lombardini	Lombardini UK	01865 863858	Lombardini UK	+44 1865 863858	www.lombardini.co.uk
LSI	Load Systems UK	01224 392900	Load Systems UK	+44 1224 392900	www.loadsystems.com
Lyon Equipment	Lyon Equipment	01539 626250	Lyon Equipment	+44 1539 626250	www.lyon.co.uk
Morooka	Causeway Tractors	01206 273111	Causeway Tractors	+44 1206 273111	www.cautrac.com
Mitas Tyres	Mitas Tyres	01553 817740	Mitas Tyres	+44 1553 817740	www.mitas.eu
Michelin	Michelin Tyre Company	01782 402000	Michelin Tyre Company	+44 1782 402000	www.michelin.co.uk
Moba	MOBA Mobile Automation	01844 293220	MOBA Mobile Automation	+44 1844 293220	www.moba.de
Nolim	Direct	+31 1346 70851	Direct	+31 1346 70851	www.nolim.nl
Nylacast	Nylacast	01162 768558	Nylacast	+44 1162 768558	www.nylacast.com
Optima Batteries	4 Leaf Batteries	01953 881330	4 Leaf Batteries	+44 1953 881330	www.optimabatteries.co.uk
Orlaco	Cranesafe	01483 894136	Cranesafe	+44 1483 894136	www.orlaco.com
OTR Wheel Engineering	OTR Europe	07766 641019	OTR Europe	+44 7766 641019	www.otrwheel.com
PAT Pat	Krüger	01889 580101	Pat Krüger	+44 1889 580101	www.pat-kruger.co.uk
Penny + Giles	Penny + Giles Controls	01202 409499	Penny + Giles Controls	+44 1202 409499	www.pennyandgiles.com
Petzl	Lyon Equipment	01539 626250	Lyon Equipment	+44 1539 626250	www.lyon.co.uk
Probst	Probst Handling Equipment	01939 235325	Probst Handling Equipment	+44 1939 235325	www.probst-handling.co.uk
QW Wheels	Direct	0845 3005561	Direct	+44 1594 847173	www.qwheels.co.uk
Remdevice	Direct	01282 871187	Direct	+44 1282 871187	www.gbcontrols.co.uk
Rösler	Rösler UK	01514 820444	Wanted	+49 4218 022700	www.roesler.com
Sarum Mats	Sarum Hardwood	01264 811600	Sarum Hardwood	+44 1264 811600	www.sarumhardwood.co.uk
Scanreco	Koppen & Lethem	01636 676794	Koppen & Lethem	+44 1636 676794	www.koppen-lethem.co.uk
Scanrol Skips	Whitney Engineering	01785 282811	Whitney Engineering	+44 1785 282811	www.whitneyeng.com
Sensor Systems	Wanted	+39 030 700 0916	Wanted	+39 030 700 0916	www.sensor-systems.it
Sevcon	Electric Vehicle Systems	01914 161286	Electric Vehicle Systems	+44 1914 161286	www.evsystems.co.uk
SFL Mobile Radio	Direct	01513 349160	Direct	+44 1513 349160	www.sflmobileradio.co.uk
Smie	Cranesafe	01483 894136	Cranesafe	+44 1483 894136	www.smie.com
SpanSet	SpanSet UK	01606 737494	SpanSet UK	+44 1606 737494	www.spanset.co.uk
Standfast	Direct	01287 633220	Direct	+44 1287 633220	www.standfastcorp.eu
Sunfab	Sunfab UK	0844 257 8900	Hi-Power	+353 2143 01742	www.hipower.ie
Tagattach	Direct	01706 816696	Direct	+44 1737 844896	www.tagattach.net
Tecsis	Direct	+49 6958 060	Direct	+49 6958 060	www.tecsis.de
Tele radio	Tele Radio UK	0844 77 666 87	Tele Radio UK	0844 77 666 87	www.tele-radio.com
Thermoil	Thermoil Europe	01745 593022	Thermoil Europe	+44 1745 593022	www.thermoileurope.co.uk
Timbermat	Direct	0844 800 9560	Direct	0844 800 9560	www.timbermat.co.uk
Trackunit	Direct	+45 9673 7400	Direct	+45 9673 7400	www.trackunit.com
Trojan Batteries	Platinum Batteries	01618 760057	Platinum Batteries	+44 1618 760057	www.ukbatteries.co.uk
TVH Group	TVH UK	02476 585 000	TVH UK	+32 5643 4571	www.tvh.com
US Batteries	Manbat Batteries	01743 460790	Manbat Batteries	+44 1743 460790	www.manbat.co.uk
Unitex	Unitex Group	01538 384108	Unitex Group	+44 1538 384108	www.unitex.org
Universal Cranes Mats	Direct	01623 653588	Direct	+44 1623 653588	www.universal-crane-mats.com
Welx	Weldex Rental	01785 713675	Weldex Rental	+44 1785 713675	www.welxrental.co.uk
Zenith	Batteries Direct	+31 615 868 045	Direct	+31 615 868 045	www.zenithbattery.com
ZT Safety Systems	ZT Safety Systems	0844 573 4899	ZT Safety Systems	0844 573 4899	www.ztsafety-systems.com

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What makes a rental telehandler

C&A

telehandlers



Haulotte designed its latest telehandlers specifically for the rental market

Earlier this year JLG announced the introduction of its RS - Rental Series - line of telehandlers for European markets. This is not the first time that a manufacturer has made an issue of introducing a telehandler that has been 'designed specifically for the rental market' nor is it likely to be the last. We take a look at the new JLG models and what the company has done to make it attractive for the rental market and discuss how much buyers really take note of these considerations.

RS Rental not Rally

The RS badge is probably best known - at least in Europe - as the badge Ford uses to designate hot versions of its cars - standing for Rallye Sport it first appeared on a Ford Escort RS1600 in 1970. At JLG it means something quite different standing for 'Rental

Series. It first appeared in 2012 on a series of basic, no-frills slab scissor lifts such as the 1932RS and 3248RS (6RS and 10 RS in Europe).

Initially built at its plant in China they were intended to help rental companies make a decent return from competitive hire rates - thanks

to lower prices and fewer moving parts to reduce running and repair costs.

While JLG sells almost as many telehandlers - at least in terms of revenue - as market leaders JCB and Manitou, the vast majority are derived from North America, where it holds a market share substantially above 50 percent. In Europe however it probably struggles to achieve a five percent market share even when you include the Caterpillar and Same-Deutz-Fahr machines it builds.

With the majority of 'construction' telehandlers sold to rental companies, this market is a clear target for any telehandler manufacturer that wants to achieve any real volume. The problem is that the European market is dominated

by JCB and Manitou, with few rental company buyers interested in changing. This inertia is re-enforced by the fact that most fixed frame telehandlers are exceptionally similar in terms of specification, many even sharing the same key components. And lest any maverick engineer has grandiose ideas about designing a better mousetrap, there is little to no appetite among rental buyers for products that are radically or even slightly different for that matter. Pushing lower prices, good service and parts is also not going to cut much ice with this sector, as the two market leaders do pretty well at all of these. Even the all-powerful Caterpillar has given up on any ideas of being a leader in this market and appears satisfied to supply its dealers with a CAT branded product, built by JLG.



JCB and Manitou dominate the telehandler rental market





Frills or bullet proof?

The market leaders do not appear to consider any need for models specially configured for rental, as they already sell their standard products to this sector quite happily and would argue that they were designed that way from the start. The argument probably goes that if it's good for rental companies it must also be good for contractors and owner operators? That's not quite the case but then they both offer enough options and accessories that end users can add all the bells and whistles that would not survive in the rental market.

Haulotte was possibly the first company in recent years to publicly raise the fact that it had specifically tailored new telehandler models for the rental market, when it

introduced its mid-range HTL models in 2010. Its main thrust was to make the machines easier and more intuitive to operate and as fool proof as possible in order to make them safer in the hands of unfamiliar operators. It also included a high basic specification in terms of stabilisers and Powershift transmissions etc. JLG has also done this, but has also placed a strong focus on making its machines more resistant to abuse, and easier to maintain and to return to pristine condition after an operator has done his worst.

The first two models in the

new JLG RS range are the 3,600kg/14 metre 3614RS and 4,000kg/17 metre 4017RS, clearly the most popular full size models for rental companies. Compared to previous models the new machines have a lower boom pivot point and lower tapered machinery covers, all in aid of improved visibility and eliminate blind spots. Other features include a clean rubber cab floor - thanks to all foot pedals pivoting down from the console - that drains rapidly to the door and no exposed electrics or water sensitive materials below waist level, allowing the cab floor to be pressure washed. The lower panel in the door has gone from a glass panel to steel, avoiding breakages and grubby scratched glass, the top window opens, but is now mounted in a solid steel frame to help prevent damage, an additional grab handle has been added on the right to make it easier for operators to climb aboard without grabbing the steering wheel. The cab is however slightly narrower than that of JCB and Manitou or Merlo for that matter - but wider than some. The polyester mud guards have been raised to create a larger clearance over the tyres in order to prevent large stones from jamming and damaging them, lights are now mounted on substantial steel stalks, the Deutz engine is mounted longitudinally with all routine service points easily accessible from



The JLG RS.

How they compare

	JLG 4017RS	JCB 540-170	Haulotte HTL 4017	Manitou 1840	Genie GTH 4018
Height	17m	16.7m	16.7m	17.5m	17.6m
Outreach	12.8m	12.5m	12.85m	13.17m	13.36m
Capacity	4000kg	4,000kg	4,000kg	4,000kg	4,000kg
At max outreach	500kg	500kg	700kg	850kg	700kg
At full height	2,500kg	2,500kg	2,500kg	2,500kg	2,000kg
Weight	11,500kg	12,060kg	12,170kg	11,700kg	11,980kg
Power	74kW	81kW	70kW	74.5kW	75kW
Levelling	10		10	9	7
O/A length	6.08m	6.36m	6.7m	6.27m	6.57m
Ground clearance	430mm	400mm	500mm	420mm	350mm
Cab	870mm	940mm	960mm	890mm	780mm
Transmission	PS	PS	HS	PS/HS	HS

Comparing key specifications these new RS series telehandlers stack up very well with the other machines that rental companies look at, but whether this will be enough to encourage JCB and Manitou buyers to switch remains to be seen.

JLG RS details



The floor is clear, waterproof and drains easily



Mounted in line all routine service points are easily accessible



A lot of attention has gone into rear and offside visibility



locked access panels are provided for fuel, oil and inspection

the front. Inspecting the telescope chains is easy via a hinged door in the back of the boom. Access to the fuel and hydraulic oil filler are placed next to the cab behind locked covers.

Keep it simple

For a relatively young plant hire company Haydock-based Plant Hire UK has invested heavily in equipment. This year it spent a total of £11 million and £10 million in 2013 adding telehandlers and other equipment but since 2008 has kept its fleet at around 600 machines. Since it was formed in 2005 it has spent £50 million on 1,500 telehandlers with its current 300 strong telehandler fleet less than two years old.

Although less than 10 years old, the company has plenty of managerial experience with managing director Graham Jones and financial director Wayne Illidge having previously worked together running a plant hire company in the West Midlands area. Plant Hire UK began slowly,

trading out of its first depot in Newton-le-Willows near Haydock.

"I started with an office girl, a driver and second hand wagon and van," said Jones. "However because of our past experience and history with various finance companies, JCB, Volvo and Terex gave us excellent credit lines which allowed us to

invest heavily in new equipment."

Using existing contacts the company grew rapidly and by the time the recession hit in 2008 it had a fleet of nearly 900 machines and had outgrown its premises. Despite the economic downturn, the company still decided to move to its current larger premises in nearby Haydock, but reduced the fleet to around 600 units 40 percent of which were telehandlers.

"Initially we looked at all of the leading telehandler manufacturers (and still like to keep abreast of current developments etc) but

chose JCB because we felt it had the best all-round package – a well-designed, good quality machine that is easy to operate, reliable and has the back-up and parts availability/infrastructure needed to keep the machines out working. We also like to support local and UK companies where possible."

With just one depot in the North West offering national coverage, parts backup and availability is critical. "We have a total of nine fitters between head office and out on the road, and so long as we order a part from JCB before 4.30pm it



Plant Hire UK has purchased 1,500 telehandlers since 2005

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Graham Jones

will be delivered before 7am the next day. With many machines still under warranty our local dealer Gunn JCB is able to cover our services on a national basis. However we are seriously looking to expand by opening a satellite depot in Birmingham."

"Our aim is simple - to provide the best machines and best support at the most competitive prices. JCB builds excellent machines, customers ask for them and are pleased to have them on site particularly as most are almost new."

Plant Hire UK offers a full range of fixed-frame telehandlers from the two tonne four and five metre lift height 520-40 and 520-50 to the four tonne, to the four tonne/20 metre 540-200 - it was the first UK company to add Europe's largest fixed frame telehandler purchasing it last year.

With a lift height three metres higher than the 17 metre 540-170, the new 540-200 uses a five section boom to keep the machine's overall length down, while the use of lighter, higher grade steels provide improved lift capacities. Stability is improved at the increased working

height by positioning the stabilisers further forward.

All of Plant Hire UK's equipment is self-drive and primarily rented to the construction sector. Its most popular models are the 12 metre and 14 metre lift height 3.5 tonne 535-125 and 535-140 telehandlers. It adds that it sees almost no demand for 360 degree machines and therefore has no intention of adding them to the fleet.

Having purchased 1,500 telehandlers since 2005, Plant Hire UK is in a good position to judge the product developments that have been implemented over that time.

"The main developments have been in the areas of improved visibility, ease of working on the machines, reduced engine emissions and reduced fuel consumption," he said. "The other major factor given the amount of equipment theft is security systems. All of the JCB Tier 4i machines have Thatcham accredited security systems including in-built immobilisers and chipped keys. The latest Ecomax Tier 4i/IIIB engine machines are the best yet, particularly when equipped with JCB's Livelink software system which allows us to manage the machines remotely. This means maintenance is easier with accurate monitoring of the hours and service alerts with real time data. It also allows geo-fencing which alerts us when the machines are moved out of a pre-set zone."

"We also constantly feed-back comments and ideas to

JCB, suggesting changes and improvements to make the machines better and over the years many have been included in the new product development.

Poor rates

Whatever the rental sector low rental rates are a major issue and telehandlers are no exception – even when the industry is very busy and machines are highly utilised.

"When I first started in the industry in the mid-1980s, a seven metre Matbro machine costing £24,000 was being hired out for £240 a week. We are not getting that rate now and the equivalent sized machine is costing £38k. The most popular sizes such as the 12 metre machines should have a hire rate of £350 plus per week because of manufacturers increasing equipment purchase prices but there are some companies supplying them way below this figure. All we can do is supply top quality equipment, back-up and service to customers which appreciate what we do."

With the vast array of attachments available, the telehandler has taken over as the essential machine on the construction site capable of unloading wagons, placing materials, lifting in roof trusses as well as keeping roads clear with a general purpose bucket and sweeper.

"We offer a wide array of attachments including buckets, tipping skips, sweepers and hydraulic jibs for transporting roof trusses around sites," he said. "So far we haven't added any hydraulic platforms, but if there is demand for them we will certainly add them in the future."



Wayne Illidge (L) and Graham Jones (2nd R) at the recent 200 machine handover



The new 20 metre JCB 540-200

Record breakers...

Earlier this year there were two totally unrelated world record attempts at the unassisted distance travelled in a telehandler. In March Italian telehandler manufacturer Dieci and its Czech distributor Manatech CZ launched a combined attempt using a Dieci Agric Plus 40.7 EV02.

The telehandler left the Dieci plant in Montecchio and was monitored by official judges from the Guinness Book of World Records as it made its way to the Czech Republic. To set a new record the telehandler had to travel more than 840km in six days from Montecchio Emilia in Italy to the Techagro exhibition in Brno, Czech Republic, crossing Northern Italy, Austria, Germany and the Czech Republic.

The team was successful in its

bid, completing 878.5 kilometres in six days. Two men alternated the driving for both safety and speed. The only compromise to the record bid was the fitting of a non-standard tyres, with Mitas turf tyres used for lower rolling resistance and better fuel economy, even though it consumed 380 litres of diesel.

Even further

However just a few weeks later there was another record-breaking attempt - this time by Leo 'Manne' Terqujeff, head of after-sales service at Finnish-based distributor Rotator, who planned to drive from Italy to Finland, smashing the record with a distance of more than 4,000km.

Rotator has been a Merlo telehandler distributor for many years and Terqujeff has 28 years' experience with the products.



(L-R) Dieci owner *Ciro Correggi* with *Milos Lesina* owner of Manatech CZ prior to the world record attempt



Record breaker *Leo Terqujeff* with his Merlo P25.6

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He is passionate about the green machines to the point where he has a large Merlo logo tattooed on his left arm. With retirement approaching he had the insane idea to mark the end of his career by driving a new machine from the factory in Cuneo, Italy all the way to Helsinki, Finland.

The idea was accepted and supported by both Rotator and Merlo, so preparations began and a travel itinerary and route worked out. Leaving the factory on April 28th Terqujeff chose a compact 2.5 tonne/ six metre P25.6 which has an overall width of 1.80 metres and is 1.92 metres high. However the main reason for choosing this model was that it has one of the largest cabs in

the Merlo range and is the fastest in the company's line up, achieving a maximum road speed of 36kph.

The trip from Italy crossed Slovenia, Hungary, Slovakia, the Czech Republic, Germany, Denmark and Sweden, before arriving in Finland and had several challenging stretches including mountain passes on the border between Italy and



C&A telehandlers

Slovenia and the sea crossings in Northern Europe. In each country he passed through Terqujeff visited the local Merlo importer. The trip was expected to take around two months but in just 33 days Terqujeff reached Pirkkala - about 200km north of Helsinki - to claim a new

world record as the longest trip in a telescopic handler having travelled 4,300km.

With such interest in the record one wonders any of the other telehandler manufacturers might look to challenge the new record?



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Bigger and bigger

Over the past decade or so there has been growing demand within the telehandler sector for higher capacity machines. It was 2008 when Manitou launched its monster 21 tonne capacity MHT 10210. The world's largest telehandler at the time, it was targeted at special applications such as stone quarries or mining taking telehandlers into new markets, possibly even nibbling away at the bottom end of the crane market.

That forecast is now becoming true with telehandler capacities reaching 30 tonnes and set to go as high as 40 tonnes in the near future - if the rumoured new Manitou machines appear later this year. Companies such as Magni and Xtreme are already producing 30 tonne machines which are finding a niche in mining applications particularly when fitted with attachments such as wheel, tyre and cylinder clamps.

Manitou's two new MHT models are expected to have capacities of 35 and 40 tonnes and lift heights of around 14 metres. The largest model in the current MHT range is the 10225 - a 22.5 tonner with a lift height of just under 10 metres - so the new machines are a significant step up for the manufacturer.

Due to its size and specialist nature there are not too many MHT10225 machines in general rental fleets, as most are sold to end users, but a few months ago UK telehandler and access rental company Geoff Huntley Plant took delivery of an 18 tonne Manitou MHT 10180.



A Manitou MHT10120 working in a quarry

Weighing just over 24 tonnes, the MHT 10180 has a lift height of 10 metres and a maximum outreach of 5.5 metres. Outreach at its maximum height is 1.3 metres, at which it can lift up to nine tonnes.

Relative newcomer to the telehandler scene is Italian manufacturer Magni. Its initial range of heavy duty HTH machines consisted of two models - the 30 tonne capacity HTH 12.30 and 25 tonne HTH 11.25. At the time of their launch they were the biggest telescopic handlers in the world. However it has now extended the range to four machines, including the 15 tonne HTH 15.10 - available with a JCB or Mercedes diesel - the 27 tonne HTH 27.11, 30 tonne HTH 30.12 and the 35 tonne capacity HTH 35.12. The lift heights range from 10 to 12 metres.

A few months ago African mining company First Quantum Mineral took delivery of the first four Magni telehandlers in Africa. Destined for the company's mining operations in Zambia, the order included two heavy duty 30 tonne/12 metre HTH 30.12s equipped with a tyre clamp



Doosan DT160



The 30 tonne Magni HTH30.12 with tyre clamp attachment



16.63 attachment, which can handle tyres ranging in size from 24 to 63 inches (0.6 to 1.6 metres) and weighing up to 16 tonnes. They have also been specified with the company's hydraulic cylinder clamp attachment designed to replace damaged cylinders weighing up to 11 tonnes.

At Conexpo earlier this year Xtreme Manufacturing launched its largest telehandler to date - the 65,000lbs capacity (29.5 tonne) XR6538. Weighing in at 43.5 tonnes the XR6538 can lift its maximum capacity to 7.9 metres and it has a lift height of 11.6 metres. Powered by a 300hp diesel it has a long list of attachments and accessories, including an aerial work platform, sling mount, bucket, pole grab and concrete hopper.

Several of the other telehandler manufacturers have 'heavy duty' versions of standard machines but few have a lift capacity of 10 tonnes or more. One exception is Dieci with its heavy duty Hercules machines

which range from 10 tonnes to the largest, the 210.10 with a 21 tonne capacity.

In 2010 Doosan Infracore launched a four model range from seven to 21 tonne capacity in Europe, however these appear to be no longer available.

Skyjack has one heavy duty telehandler left from the heavy duty range it acquired from Carelift back in 2007 - the 9.1 tonne capacity, 13.67 metre lift height ZB2044. The specification has been improved recently with the addition of a Tier 4 interim compliant engine. Carelift had previously built models up to 13.5 tonnes capacity, although sales were far and few between.

These larger telehandlers are ideal for large loads in a wide variety of sectors, along with crane erection and other pick & carry or low headroom jobs. However it is very large capacity machines that currently appear to be the main growth area.



The 9.1 tonne capacity Skyjack ZB2044

APEX in Amsterdam

Whatever your thoughts about the new venue and new late June date, this year's Apex show certainly appeared to be a success. The new location at Amsterdam's RAI centre provided more than adequate indoor and outdoor space and with better flight connections made it easier for further flung visitors to attend, as well as appealing to those looking for more extra-curricular activities. The date at the end of June also seemed to be more acceptable than its traditional September slot.

This was the eighth Apex show and the first to be held outside Maastricht and although opinion was split over the venue Amsterdam certainly had some 'pull' for those looking to stay the weekend, although there was a substantial impact on costs for both exhibitors and visitors alike.

Looking at the exhibitors there were a few notable exceptions with Niftylift and Haulotte being the major manufacturers not attending as well as numerous smaller companies however the exhibition still had plenty for visitors to see, particularly if you were looking at mainstream products. There were also several specialist manufacturers including France Elevateur, Custers and XTRUX showing products that will be covered in the September issue of Cranes & Access.

Accurate visitor numbers are always difficult to obtain particularly just after the show but much was made of 'quality not quantity'. Certainly visitors were in a buoyant mood and a good many orders were placed, including 100 Bravi Leonardos by Boels and six JLG 1850SJ by Riwal, all adding to a good 'buzz' around the showground.



The prototype 25 metre CMC S25



Dutch rental company Boels ordered 100 Bravi Leonardo HD self-propelled lifts.

Coming on the tail of Conexpo and Vertikal Days, the number of world product launches were few and far between, but there were a few. Major highlights included Genie with two new articulating booms the Z-62/40 and the Z-33/18, while Manitou finally showed its 260TJ - announced at Apex three years ago - with its telescopic jibbed brother, the 280 TJ.



Manitou's new Safe Man secondary guarding system uses a pressure sensitive bar at the front of the control panel.



Holland Lift announced a new 34 metre narrow scissor lift to be launched next year and also that it is concentrating on scissors above 16 metres.

Manitou also showed its new Safe Man anti-entrapment system which will shortly be available for all models. Holland Lift unveiled its first true hybrid scissor lift and announced a new 34 metre ultra narrow model for next year.



One of the stars of the show - Genie's new Z-33/18 articulated boom.



Second new articulated boom from Genie was the 60ft Z-62/40 with 12.42 metres of outreach.



XTRUX also showed this unusual Solar 16 metre truck mount with 400kg capacity and 4.5 metre outreach.

Turkish company ELS Makine launched the new 43ft battery powered AE15 articulated boom - its first - and the self-propelled scissor the EL8S. ATN unveiled its 15ft Pfaf 660R mast lift with 6.6 metres working height - a larger 7.9 metre version is on the cards - and Power Towers introduced its new Ecolift, an extended version of its manually operated pecolift.

JLG had a more modest stand, but bussed visitors to its European HQ nearby to see and try the 185ft 1850SJ and new RS telehandlers. Riwal unveiled a battery electric version of JLG's 80ft 800AJ articulated boom lift, developed for KLM.



Norty Turner from Riwal (L) with Nico Den Ouden (centre) at the launch of Riwal's new 26 metre electric powered JLG 800AJ.

For many visitors it was also the first chance to see Skyjack's 32ft SJ 6832 RTE, the compact electric RT scissor launched at Conexpo, but it also announced that it is installing motor controllers in all its export - slab electric scissor lifts. Airo had a



JLG's rental spec 3614RS telehandler

bright stand with several interesting smaller scissor, mast boom and low level products. In fact the low level access sector was positively busy with Snorkel announcing the return of the TM12 name and launching the new S3010E. Faraone had a full range of push and self-propelled units including the Elevah 4.0 which weighs 75kg, while Chinese manufacturer Sivge displayed a twin mast boom platform and Dingli showed its new mast boom.



The TM12 name is back at Snorkel, along with a new deck extension.



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The smallest of three trailer lifts from EuropeLift - the TM13G

There was a lot of interest in spider lifts with new models from Palazzani with its new Ragno XTJ 43 (replacing the XTJ 42), Easy Lifts 36 metre lithium battery powered Easy 360 Hybrid and the 33 metre, 19 metre outreach Falcon FS330Z from TCA Lift. Ommé showed its new 42 metre 4200 RBDJ - its largest to date - while CMC was out in force with several spiders and news of a large sale of its new 15 metre machine to the UK's largest spider rental company Higher Access. Platform Basket had its new 33 metre platform shown as a prototype at the last Bauma and now with a hybrid power pack.

Trailer lifts were well represented with three new models from EuropeLift and Dinolift's latest 180XT II. Denka's new owner Rothlehner displayed an 18 metre DL18 and there was an unusual articulated trailer lift from X Trux. Snorkel even sold its trailer

lift from the stand.

Van mounts included the new Socage Forste 12VT and Comets Eurofilo insulated to 46kV, with 14 metre working height and pillar free mounting first seen at Vertikal Days. Comet also showed its new 16 metre truck mount on a 2.2 tonne GVW chassis and had details of a tractor based 12 metre platform. Other new trucks included Oil&Steel's Snake 2010H Plus, Isoli's PT200, the 28 metre Socage Forste 28D and GSR's B230T. Palfinger had the first in its new Jumbo Class truck mounts - the P480 - as well as other models including the 23 and 30 metre P230 and P300, while Bronto unveiled its 47 metre S470XR and Ruthmann introduced the 40 metre T400.

The following photos cover the major highlights as well as a wide range of other machines that were at the show.



The TCA Lift stand with the new 33 metre, 19 metre outreach Falcon FS330Z



Bravi was keen to promote the longevity of its products - this is nearly 20 years old and still working.



Socage showed off its Forste 28D with X-type outrigger chassis but it needs to lose a little weight before it is ready for the European market



A six tonne, 24 metre Magni telehandler



Visitors enjoying the sunshine on the Omme stand.



World preview of the 75 metre, 600kg platform capacity Socage Forste 75TJJ truck mounted platform



Isoli's range topping 36 metre PTJJ36 launched at Bauma last year.



Bronto Skylift launched its 47 metre S 47 XR, the unit on the stand was sold to Swiss rental company Maltech, part of an order for four S 47 XRA's and one S 56 XR.



Carlo Foruni and Gert De Boon with the new Genie Z-33/18



Custom's Justin Kissinger with the latest CE rated Hy-Brid scissors



Time International has added a hydraulic furniture lift to its range of compatible Quick Shift equipment using a 250kg Böcker Simply HD 21-1-5, lift height of 21.10 metres



TVH is the world's leading replacement parts supplier.



CMC showed its prototype 25 metre working height S25 spider which replaces its S24



The Pop-Up Push 10 Pro and Snorkel 3010E.



Genie's Adam Haley showing off the new and completely different, zero tailswing 62ft Z-62/40 articulated boom.



Co.me.t also showed the 14 metre with jib pillarless van mount.



GSR was showing its latest truck mount - the 22.5 metre B230T on a Nissan Cabstar chassis.



Skyjack's impressive stand included a new motor controller for its DC scissor platforms. Already featured on its vertical mast lifts it gives better control, longer, quieter operation and better efficiency.



Power Tower's new EcoLift



Palazzani XTJ43 replaces the 42 metre spider lift and features a new levelling system.



The Maeda stand



Movex showed off this 16 metre truck mount



Several mini crane manufacturers were also at the show including Hoeflon.



Cormidi KB23 showing off its access jib attachment. The crawler crane in the background was not part of the show and just happened to be working on an adjacent site.



Delta-Q's new IC-650 battery charger.



Platform Basket's 22.10 Evo and trailer for easy transportation.



Merlo has plenty of news for ag users of its telehandlers but construction users must wait a bit longer for improvements to the cab and modularisation or major components such as boom, frame, cab and engine.



Hy-Lift showed this access platform cleaning attachment on the Ruthmann stand.



PB Liftechnik scissor lifts.



Wim van Beuzekom and Giovanni Tacconi of Oil&Steel with an Octopus 180 that is auctioned for charity.

Power Tower's Brian King showing off the European Rental Award for the Pecolift.



The Imer group stand included scissors, push around and spider lifts.



Oil&Steel launched the new 20 metre Snake 2010 H Plus which now has the option of vertical or A frame outriggers. Maximum basket capacity is 250kg and the first has been sold to German rental company Bauscher.



Sinoboom sold all the stand machines to Cimertex its dealer in Portugal.



Piero Faraone showing off the Faraone Elevah 51 stock picker platform.



Mantall displayed this 46ft articulated boom - the HZ160RT.



France Elevateur showed its 105 PTO-2 - one of seven sold to Kummler + Matter for working on the Swiss tram system. The unit has a five person capacity with two booms either side of the main platform.

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Sogace Forste 12VT van mount.



Easy Lift showed its new 36 metre R360 lithium hybrid tracked spider alongside a lighter weight EV150 van mount. Look out for a 41 metre spider at the end of the year.



Hasan Aydi of AVK with an award for ordering the 100th Ruthmann Height Performance series from Ruthmann MD Rolf Kulawik.



Part of the Genie stand with the GS 4047 scissor and compact telehandler.



Palfinger launched the 48 metre, 31.5 metre outreach P480 on a two axle chassis, along with the 30 metre P300 and 23 metre P230.



Teupen showed off its latest range of tracked spiders.



EuropeLift's Adrienn (L) and Adrian Fekete with the new 15 metre work height and improved 7.8 metre outreach TM15T.



Manitou chief executive Michel Denis at the launch of the 26 metre 260TJ.



Dingli had a full stand including scissors, push around lifts and its new mast booms.



The new 48 metre, 31.5 metre outreach, two axle Palfinger P480.



JMG pick&carry cranes on distributor Colle stand.



ELS Makine's smallest push around the Junior 5.5.



The Palfinger Smart range on a 3.5 tonne chassis now includes this 23.2 metre working height P240A, the P200A, P170T and the P140T.



The 33 metre Platform Basket 33.10 shown as a prototype at Bauma last year.



Denka Lift - now owned by Rothlehner - showed this 18 metre Denka DL18.



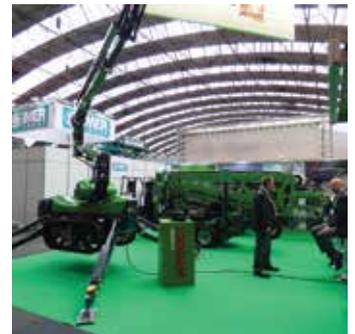
Mantall has several new scissors from seven metres to a 16 metre 1.2 metre wide unit. It is also working on a new range of much lighter straight booms up to 27 metres.



Platform Basket showed its lithium powered 18.90 PRO E spider.



Dinolift had its updated version of its 180XT II with spider type outriggers for better levelling and outreach.



Leguan Lifts had its new 13.2 metre Leguan 135 articulated boom available on tracks or skid steer chassis.



Ruthmann's Uwe Strotmann (L) and Rolf Kulawik explain the new truck mounted products.



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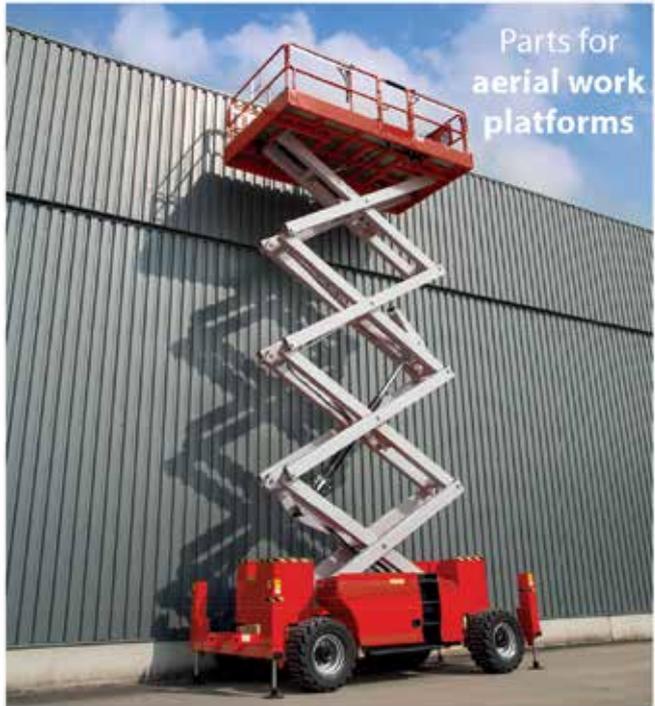
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Standards revision

EN12999, the European Standard for loader cranes, is currently being revised, with ALLMI's technical standards committee heavily involved in the review process. In the coming month the committee will meet to discuss and formulate the association's comments to the draft revision of EN12999:2011 and A1 2012. The draft will cover a number of items such as the updating and alignment of normative references contained within the Standard as well as clarifying some definitions and terminology.

Other proposed changes are mainly intended to reflect key product or industry sector developments, and the requirement to assess and address their impact against the Essential Health and Safety Requirements of the Machinery Directive. They include: some updating of the criteria for calculating the hoisting and gravity effects on the load, interlocking of the transmission on trucks where it is possible to start the engine using

the remote control and improved definition of the acceptable methods of stability testing on cranes fitted with variable load moments and/or some types of stabiliser monitoring device.

Look out for further updates on the EN12999 revision in future editions of Crane & Access' ALLMI Focus.



ALLMI AGM review

On 4th June, ALLMI held its 2014 Annual General Meeting, attended by its manufacturer/service company members. Delegates were provided with a review of the association's activities and achievements during the previous 12 months, including the recruitment of a new training officer, development of numerous safety campaigns and guidance documents, further significant increase in membership and a record uptake of various training courses.

The meeting also received an industry report from Melanie Jackson of AIPS, ALLMI's preferred

supplier for insurance services.

ALLMI chairman, Mark Rigby, said: "It's been an incredibly busy and successful 12 months for ALLMI and the AGM provides the perfect platform upon which to remind members of everything the association has achieved for and on behalf of the industry, as well as to thank them for their continued input and support. As always, there was some lively discussion and debate, which is always valuable in shaping the approach we take to our projects and activities."

For information on membership, please contact ALLMI.

Membership continues to grow

UK-based specialist logistics solutions provider Lupprians recently joined ALLMI's Operators' Forum. Its move to join ALLMI is part of a strong trend which has seen a growth in membership of more than 10 percent during 2013/14.

Lupprians' site supervisor and appointed person, Tony Betts, said: "We've joined the fleet owner side of ALLMI and are looking forward to the many benefits that this will bring. We know that membership will see us provided with an excellent level of support and guidance, and that the association's

training courses, documentation, technical and legislative advice will ensure that our organisation continues to run its lorry loader operations to the highest standard at all times."



Over 60 percent of lorry loaders sold now include remote controls.

Market statistics released

ALLMI recently produced its loader crane industry sales figures for the second half of 2013. Compiled by an independent third party with the involvement of the majority of manufacturers within the association, the statistics show a strong industry performance from July to December, with invoiced sales increasing by nearly 20 percent compared to the same period in 2012.

Demand for remote controls also continues to grow, with over 60 percent of invoiced sales relating to lorry loaders with control units of this type, and the figure reached as high as 98 percent in one particular

sector of the market.

ALLMI chairman, Mark Rigby, said: "As we have said with the publication of previous market figures, whilst the statistics underline the numerous benefits that remotes can bring to lorry loader operation, it's crucial to remember that their increased popularity further emphasises the importance of ALLMI's 2013 campaign on their safe use, as they can create some significant potential hazards if operated incorrectly. We therefore continually remind and encourage industry stakeholders to contact ALLMI for a copy of the campaign material, which includes a leaflet, video and toolbox talk template."

New Crane Supervisor course dates

ALLMI has recently announced new course dates for its Crane Supervisor training programme. All courses will take place in Alfreton, Derbyshire. Successful completion of the course results in full certification for the Crane Supervisor category.

- 15th – 16th September
- 13th – 14th October
- 17th – 18th November

Please contact ALLMI for further details.



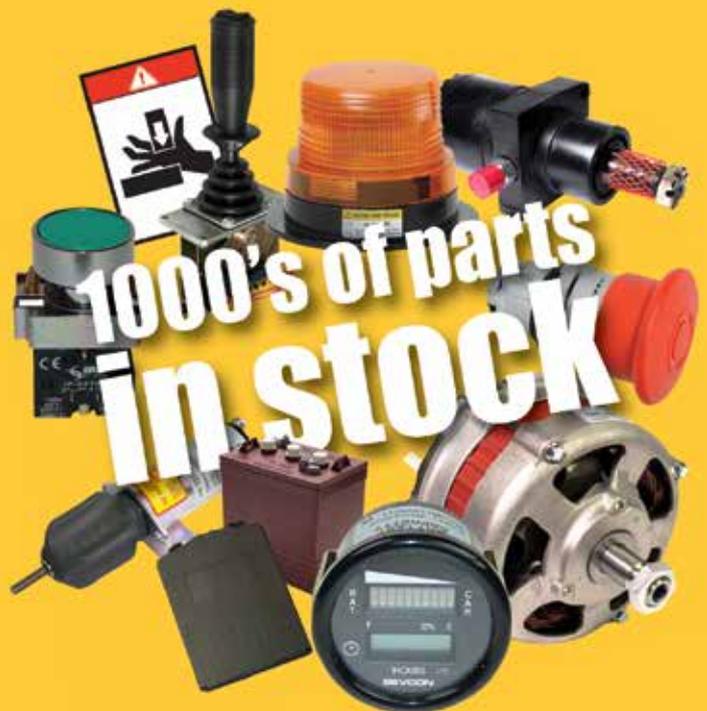


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Chris and Martin Wraith conducting a live demonstration on the IPAF's Safety Zone stand at Vertikal Days

"Is it legal and safe to use?"

This was the question that IPAF technical and safety executive Chris Wraith and IPAF-certified instructor Martin Wraith of INATIV posed to visitors at Vertikal Days last month. Live demonstrations highlighted the need to keep aerial work platforms safe with good maintenance regimes ranging from pre-use checks to regular thorough examinations and major inspections.

A 15-minute recording of the demonstration has been posted on the IPAF website with two other videos which provide visual tours of how to conduct pre-start inspections for scissor lifts and booms.

IPAF guidance on the subject of inspections includes:

- Inspection key tags, which are a handy reminder of points to cover for pre-use and workplace inspections;
- Aerial work platform pre-use inspection checklist, which is a summary of visual and functions checks;
- Technical guidance on periodic

in-service inspection/thorough examination of a machine by second-party inspection bodies;

- Technical guidance on major inspection (ie 10-yearly) and thorough examinations;
- Competent Assessed Persons (CAP) programme, which is an assessment programme targeted at experienced engineers to allow them to plan, manage or carry out inspections/thorough examinations.

All inspection videos and resources can be found at: www.ipaf.org/inspections

Don Ahern to speak at Europlatform

Don Ahern, owner of US telehandler manufacturer Xtreme Manufacturing which took majority ownership of Snorkel earlier this year, will speak at the Europlatform access rental conference later this year.



Don Ahern to give talk at Europlatform later this year

Scheduled on 25th September 2014 at the Hotel im Wasserturm in Cologne, Germany, the one-day conference is targeted at

senior and middle managers of rental companies with access fleets. Also speaking is access veteran

Gordon McGruer, owner of Kardon Kontracts, who will discuss the management of big booms.

The conference will be held in English, with simultaneous translation in German and Italian. It will be preceded by an evening networking reception on 24 September at the same venue.

More details on the venue and registration are at www.europlatform.info



The UK HSE has warned that control shrouds do not protect against entrapment

HSE warning on secondary guarding

The Health & Safety Executive (HSE) has issued a safety alert which advises that: "covers/shrouds on machine controls do not protect against entrapment of operators between the machine and nearby obstructions".

The HSE alert also directs duty holders to two industry guidance documents that may be used in assessing and reducing the risk of entrapment or crushing accidents when operating aerial work platforms:

1. the Strategic Forum for Construction Plant Safety Group's Best Practice Guidance for MEWPs: Avoiding Trapping/Crushing Injuries to People in the Platform (reference 1);
2. and IPAF's Guidance on Secondary Guarding Devices (reference 2).

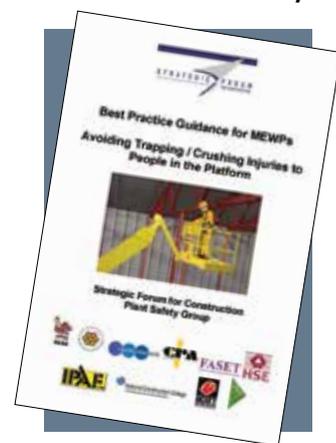
Both documents are available at the Publications section at: www.ipaf.org

The alert was based on the HSE's review of seven fatal accidents involving aerial work platforms in which operators were crushed. In five of the accidents, the operator was crushed between an overhead obstruction and a cover/shroud fitted over the controls of the machine.

The alert further states that: "HSE acknowledges that it is not possible to conclude that the accidents involving shrouds would have been prevented if those machines had not been fitted with shrouds. Nevertheless HSE wants to share the conclusions of its review with those responsible for the selection of aerial work platforms (and secondary guarding devices) where there is a risk of entrapment and/or crushing of the operator."

The alert calls for the following actions:

- Duty holders should assess the potential for entrapment/crushing



The Strategic Forum's Best Practice Guidance for MEWPs: Avoiding Trapping/ Crushing Injuries to People in the Platform.

accidents in aerial work platforms for the specific tasks they are to undertake (see reference 1 above).

- Where a secondary guarding device is required (see reference 2), it should be selected for the specific application and its limitations should be clearly understood by those who will be using the machine.

- Covers/shrouds for machine controls should not be relied upon to reduce the risk of entrapment/ crushing more generally.

IPAF welcomes the HSE guidance and reminds the industry that no one particular device or equipment will prevent entrapment in all known circumstances. Aerial work platforms are a safe and efficient way to perform temporary work at height, but their use must go hand in hand with appropriate operator and management training, adequate familiarisation, risk assessment, proper planning and management of the work.

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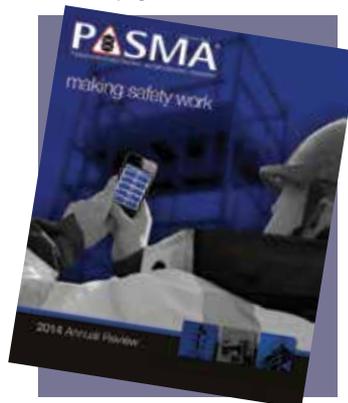


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2014 annual review

PASMA's 16 page 2014 Annual Review contains reports from the association's committee chairmen, plus details of all the latest news and developments.

PASMA's 16 page annual review of 2014.



Chris Blantern

Chairman Chris Blantern's said: "As chairman I am particularly proud of PASMA's contribution to the setting

of both national and international standards and, equally importantly, their active promotion. For good examples of this you need look no further than PAS 250 for podiums and pulpits, and the association's current campaign - backed by the HSE - warning industry of the very real dangers of using towers that fail to comply with the European standard EN1004."

Highlights featured in the Annual Review include:

- 2013 training numbers exceed 65,000

- PASMA launches first Tower Week, 11-15 November 2013
- Association introduces 'Towers for Riggers' course
- PASMA sponsors Work at Height Theatre at OSH EXPO Africa
- New marketing collateral promotes the flexibility of towers
- Facebook and Twitter activity accelerates
- PASMA exhibits at The Health & Safety Show and Safety & Health Expo.

PAS 250 gains momentum

PAS 250, the PASMA-sponsored specification for low-level work platforms (often referred to as pulpits or podiums), is beginning to make its mark. More organisations are now starting to specify the standard which introduces minimum safety and performance criteria for these particular products.

and user guides. PASMA strongly recommends that specifiers and purchasers of this type of equipment insist on PAS-compliant products.

Pulpits and podiums designed in accordance with PAS 250 apply current best practice. The specification covers material and design requirements for the working platform, guardrails, toe-boards, access, mobility, feet and adjustable legs, and the content of labels



Seen a terrible tower?

Take a picture and send it to PASMA at: michael.fern@pasma.co.uk, as part of their latest social media campaign! Each picture will be posted on PASMA's Facebook page and given a mark out of 10.



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



Alongside other AIF organisations, PASMA was represented at the Safety & Health Expo

Which bits are you missing?

'Working at height with towers: Which bits are you missing?' was the title of PASMA's one-hour CoreSkills+ workshop held at this year's IOSH Conference at the ExCeL exhibition centre in London.

With falls from height still the biggest cause of deaths in the workplace, PASMA's technical director Don Aers, together with HSE's Safety Unit member Claire Bruce, highlighted the dangers of using towers that fail to comply with the European standard EN1004 and explained how to specify, buy or hire towers as well as use them safely.

Claire Bruce is currently leading the HSE's investigation into the supply and use of unsafe scaffolding towers following a number of deaths and serious injuries resulting from falls from incomplete and unsafe

types of tower scaffold.

In addition to delivering one of four sessions in the CoreSkills+ 'work at height' stream, PASMA also advocated safety and best practice from stand U2150 by highlighting the need to work safely and competently at height using appropriate equipment with personnel professionally trained to industry-recognised standards.

The use of EN1004 compliant towers is the theme of PASMA's current campaign 'Not on your life!' For more information, including posters and leaflets, visit: www.pasma.co.uk



AIF WAHpedia

Work has started on producing the Access Industry Forum's WAHpedia, which will serve as the definitive resource for knowledge, information and guidance for anyone involved either directly or indirectly in work at height.

Like the Forum itself - which embraces a complete cross section of the access industry - it will take a wide-ranging approach to providing an insight and appreciation of the key issues and processes

involved in successfully managing work at height. Each AIF member organisation and its specialisation will be fully represented, supported by member listings and there will also be contributions from leading health and safety experts and professional bodies. It is expected to go live in the third quarter of this year.



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Bronto's training simulator

Bronto has introduced a new compact training simulator developed to provide virtual training for its range of truck mounted lifts. Based on its F32 TLK fire fighting lift and designed to replicate the Bronto+ control panel with authentic movements and functions, it can also be used to train all Bronto models that use Bronto 3+ and 4+ control systems. A large LCD screen provides a realistic virtual environment of buildings, streets, trees and other urban obstacles.

The simulator offers three different exercises: Target Point, Path and Levelling. In the Target Point exercise operators must manoeuvre the platform from one target point to the next - passing through each target in order to complete the scenario. The Path exercise requires a greater level of skill as operators must follow a specific path while being graded on platform/boom movements, time and collisions.

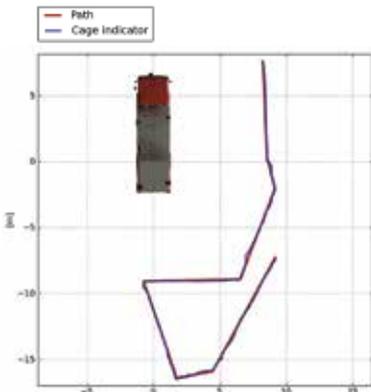


Bronto's truck mounted aerial lift simulator.

The Levelling exercise has been designed to assist operators setting up inside specified areas. The key factor for this exercise is time and safe operation. All scenarios are followed with a detailed feedback report with scores, times, and pictures of the set path compared with the operators path.

Henri Tuomisto, Bronto's simulator instructor, said: "The Bronto Simulator is a safe and cost efficient training tool with challenging scenarios. Availability and repeatability are key when compared with training with real platforms, because a simulator is always available and scenarios can be repeated with just one click. The feedback report also helps operators and the instructor to evaluate performances."

Bronto has also confirmed it is planning to extend the system to include its HLA and new XR ranges.



A visual report of how well the operator maintained the correct path following a training scenario.

£6,000 for sloppy scaffold

London, UK, based JOS Scaffolding has been fined £5,000 plus £734 in costs after constructing a dangerous scaffold in Covent Garden. The company was captured working from a five-storey scaffold in June last year with unsecured wooden platforms with no toe-boards or guard rails. There was nothing in place to prevent or mitigate falls or equipment drops, and two of the three men erecting the scaffold were lacking training and accreditation.

HSE inspector Andrew Verrall-Withers said: "Scaffolding work is fraught with risk and can be extremely dangerous if it isn't carried out properly. The standards here were sorely lacking and the photographic evidence speaks for itself in terms of the risks taken. Thankfully nobody was injured, but that doesn't detract from JOS Scaffolding failing to ensure the work at height was properly planned, managed and executed in a safe manner."



Sitting on a scaffold with no guard rails, harness or other measures in place.

Reckless access costs £15,000+

UK based Maintenance 24-7 and sub-contractor George Nicholls have been jointly fined £14,000 plus costs of £1,450, for reckless and unsafe work at height. In March 2013, Nicholls, who trades as Laser Roofing London and South East Roofing, was sub-contracted by Maintenance 24-7 of Kings Lynn, Norfolk, to paint the front of a shop on St Marys Road, Southampton.

He was photographed using a double extension ladder from the roof of a van in order to reach an eight metre high third floor façade. There was nothing to prevent vehicles or pedestrians from passing under or near the work area, and the van was parked over a bus stop on a busy road with double yellow lines. Maintenance 24-7 was fined £10,000 plus £784 in costs, while Nicholls was fined £4,000 plus £666 in costs.

HSE inspector Frank Flannery said: "George Nicholls blatantly and recklessly risked harming himself and others, and did so on behalf of Maintenance 24-7, who had clear duties of their own to ensure the work at height was properly planned, managed and executed in a safe manner. The standards of both parties fell far below those required, and I would like to thank



the concerned member of the public who brought the matter to our attention."

Who trained him then?

Somehow this man has managed to climb up onto the boom nose of an All Terrain crane and remained balanced while it was elevated and telescoped to the roof of what looks like a large industrial building.



He has then proceeded to apply some sort of coating or cleaner to the roof using a long handled brush...

Tadano HK70

The Tadano HK 70 is a truck mounted crane, and this 1:50 scale version by WSI Models has the crane mounted on a 10x4 DAF CF chassis and it is in the colours of the Dutch company Baetsen. The maximum capacity of the real crane is 70 tonnes.

WSI has a strong reputation for truck models and this DAF chassis has excellent transmission and steering. The front pair of axles and the rear axle have linked steering which works but with a limited crank angle. The tilting DAF cab reveals a nice engine block and the external cab detailing looks realistic.

The carrier deck's surface is diamond plate and various storage boxes are detailed on each side. At the rear there is a non-removable ladder and a towing hitch which even includes a tiny winding handle. The outriggers are excellent with dual smooth-faced rods, and when wound down they can support the model with wheels-free of the ground.

The operator's cab is detailed inside with both computer console and joysticks modelled, and on the outside the windows have realistic seals which is a nice touch. Detail on the crane superstructure is great with a mass of hydraulic hosing running to the various motors and cylinders. The crane engine has also been modelled and this is revealed by lifting two opening side panels. The counterweight is made up of five plates like the real crane, and it can be stowed on the carrier deck for transport.

The telescopic boom is metal and the base section has a spool reel, a pair of lights and brackets and

supports for the lattice swingaway extension. The main boom cylinder barrel is plastic with a reasonable colour match to the painted metal parts. In the boom nose the main sheaves appear to be a single piece.

The bi-fold swingaway extension is metal and is well cast, and includes a pop-out guide sheave. As this is a luffing extension, there is a hydraulic cylinder which controls the offset angle.

The hook is metal and has two sheaves and comes ready reeved. An anti-two block chain and weight hangs from the boom nose and it and the hoist rope connector are pinned so they can be transferred to the extension.

WSI has produced a highly detailed truck crane model and it looks attractive in the limited edition colours of Baetsen. It is functional too and sells to collectors for around €150.

To read the full review of this model visit

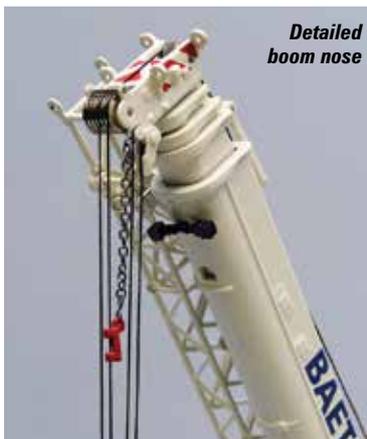
www.cranesetc.co.uk

Cranes Ect Model Rating

Packaging (max 10)	8
Detail (max 30)	26
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	82%



Fully erected swingaway extension fitted



Detailed boom nose



The Tadano HK70 on the road



Tilting carrier cab



Opening engine panels



A classic application for a suspended load on a telehandler - although the rigging leaves a lot to be desired

New guidance for suspended loads with telehandlers

Last year the CPA and the Strategic Forum Plant Safety Group published revised guidance - *The Safe Use of Telehandlers in Construction* - to help the construction industry reduce the risk of accidents and injuries when working with telehandlers. It has now released additional guidance when handling suspended loads which is available for download as a four-page stand-alone document and will be incorporated in the main document at its next published revision.

Travelling with long load and boom extended on side slopes is not a suitable use for a telehandler



Lifting and travelling with suspended loads is not the primary purpose of a telehandler, so when selecting equipment for this activity the first step should always be to ensure that a telehandler is suitable for carrying out the task safely. Where other equipment is more suitable, it should be used as the

A well designed jib for roof trusses allows the truss to be carried with the boom in a stowed position



lifting and travelling with suspended loads is generally more hazardous than lifting unit loads on the telehandler's forks.

A classic example of what can happen, involved a 17 metre telehandler being used to lift steel columns from a lay-down area, moving and positioning them for erection. Whilst manoeuvring with the boom extended to give sufficient ground clearance, the telehandler tilted to one side causing the machine to overturn. The machine only came to rest when the extended boom crashed through the roof of an adjacent building. The resultant investigation revealed that the telehandler had been traversing a slope of approximately 1:6 (9.5 degrees or 16.5 percent) at the time. The incident was clearly caused by the inappropriate use of the telehandler for this task.

The particular issues associated with using telehandlers to lift suspended loads are covered in the new four-page guidance. These are grouped under the section headings Planning, Operator Training, Lifting suspended loads and Travelling with suspended loads. A more detailed explanation of the issues covered

in this document, together with the general safe use of telehandlers, can be found in the original document, 'Safe Use of Telehandlers in Construction', which may be downloaded free of charge from the CPA Website.

In the new document, the section dealing with tyre replacement and tyre pressures has also been extended to reflect the importance of tyres on the stability of a telehandler. More emphasis has also been added to the guidance on the use of seatbelts as an essential safeguard to protect the operator should the machine overturn.

Summaries of key points for operators and for supervisors have been developed based on the guidance. It is intended that these can be adopted and adapted by any company, as the basis for pocket cards, posters or any other relevant format.

The revised version of Safe Use of Telehandlers in Construction is published by the CPA on behalf of the Strategic Forum Plant Safety Group and is available to download from the CPA website at <http://cpa.uk.net/sfpsg/#Telehandlers>

'The Future of Construction Plant Hire'

The Construction Plant-hire Association has announced 'The Future of Construction Plant Hire' conference 2014 with guest speakers including Heather Bryant, the Health & Safety chief inspector of construction. The conference will take place on 23rd October at the Wyboston Lakes Conference Centre, near St Neots, Cambridgeshire. The theme is 'Understanding & Influencing the Future of Construction Plant Hire'.

The focus of the event is not just on the safe use of machines that we have now, but also about understanding and influencing the future of construction rental equipment. Subjects will include machine control, telematics, driverless machines and what the rental industry might look like under the government's aspirations for UK construction, as well as safety and health issues such as operator competence, ground conditions and public health issues including emissions and road transport.

Further announcements will be

made shortly regarding other speakers as they are confirmed - so watch this space. In the meantime you can register your interest in attending the event by visiting www.cpa.uk.net or going direct to the page www.cpa.uk.net/conference/#contactform.



Genie upgrades SmartLink

Genie has updated its SmartLink control system designed for Genie scissors and portable products including its GR, GRC, QS, slab scissors and GS69DC/BE scissors.

Driven by customer demand, Genie has simplified the system's platform controller, user interface as well as introducing additional functionality, such as proportional lift control on the joystick. The manufacturer says the upgrade will also reduce hand fatigue by replacing the 'push and hold' with a 'momentary push' button sequence to begin lifting. The upgrade will be fitted as standard to all new machines later this year and can be easily retrofitted on existing machines.

Introduced in 2011, Genie's SmartLink allows customers to interact with the machine's



The simplified SmartLink controller.

diagnostics directly on the unit without any additional tools. Advanced diagnostics can also be obtained via an ethernet cable.

SmartGrip from Liebherr

Liebherr Maritime Cranes has launched its new SmartGrip grab for its range of mobile harbour cranes which claims to boost productivity by over 30 percent.

Typically only 70 percent of a grab's capacity is used, due to sub-optimal grabbing angles and varying material density. As a result Liebherr has developed a system which automatically adapts the grab's filling rate and capacity depending on the bulk density, compression and granularity as well as depth of impression and type of grab. It can also account for the grab's size and outreach ensuring optimal filling rates. The system can be used to prevent

overloads, which often occur when lifting from a load of sticky material, by controlling the filling of the grab to suit the load chart curve of the crane. In addition, it can be manually set for specific loads which can be useful when loading on to vehicles with fixed carrying capacities.

SmartGrip is suitable for retrofitting on older Liebherr cranes with the installation said to be quick and easy.



Detection system from Brigade

Vehicle safety system manufacturer Brigade Electronics has launched a new range of radar detection systems which notifies operators of stationary or moving objects in a vehicle's blind spot.

The four-model range of Backsense radar systems provides drivers with an in-cab, visual and audible warning should an object enter the detection area, with its display featuring five different coloured LED lights which correspond to the different distance zones. An alarm also provides a warning sound which can be adjusted in volume from 65 to 90 decibels. The system's sensor is water, dust and mud resistant and has been designed to work in the dark and harsh environments including smoke and fog.

The fully programmable BS-8000 model is the most versatile of the four models offering a bespoke detection area ranging from three to 30 metres in length and between two and 10 metres wide. With the use of a PC and Brigade's software

Brigade's new radar detection system has been designed to work in harsh working environments.



the spread of the beam can be adjusted, for example to the width of the machine in order to minimise false alerts on a busy site. The five detection zones can also be tailored to suit the vehicle and its surroundings and any parts of the vehicle intruding on the detection area can be easily programmed out.

The other three models (BS-7030, BS-7045 and BS-7060) have a fixed detection area of three, 4.5 and six metres respectively.

Inclinometer sensors from BEI

BEI Sensors has introduced the T-Series of compact and high performance inclinometers designed to measure a machine's tilt angle.

Using advanced micro-electromechanical systems (MEMS) technology, the T-Series offer a wide range of motion feedback including dual axis up to plus 60 degrees or single axis of 360 degree, with resolution of 0.01 and accuracy of 0.1 degrees. Available output options include 4-20mA or 0.5 - 4.5V for a simple analog interface, or a CANopen output for ease of integration into existing bus systems.

Incorporating built-in linearity and temperature compensation - both for offset and sensitivity - the



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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.

Letters



Trailer cranes vs ATs

Leigh,

I was truly surprised at the way you suggested that trailers are a significant competitor to small ATs in the article Tough Times for Small ATs. Your comparison of load charts certainly doesn't support this - so why do it? It reads more like a promotion for trailers than anything else. So why single out ATs with no mention of knuckle booms, minis or truck cranes? Not balanced or well conceived.

Stuart Anderson

Chortsey Barr Associates

We wrote back to Mr Anderson pointing out that we had mentioned other forms such as loader and spider cranes in the article, which was intended to highlight the shrinking number of small AT sales and how the jobs they used to do are being taken over by other types of cranes and lifting equipment and that we had covered loader cranes in this sector a few months back and are due to look at spider cranes next month. He responded.....

Dear Leigh

By all means use my note. You may wish to

add that I do understand that European demand for small ATs has been declining for several years. This is due to crane hirers shifting upwards as has always happened not only in ATs but also in RTs and truck cranes in overseas markets. Traditionally demand for small cranes only recovers when the market and economics justify it or when a manufacturer changes the game - as happened in the 1990s in North America when Terex Cranes, under Fil Filipov, dramatically reduced the market price of small RTs and truck cranes. There is no sign of similar dynamics in the AT sector - but when the Chinese get their act together (Note:when, not if) then that will be a game changer.

Of course, at least in the developed countries, the trend in crane hire owning and operating 'fixed costs' i.e. labour, fuel, etc., is constantly upwards and these costs are very similar for cranes of all small to medium classes. These costs have always had the effect of narrowing the total owning and operating costs of cranes of different sizes.

Regards,

Stuart

Dinner in the Sky

Dear Sir,

I have read several articles on Vertical.net concerning the question of when it is appropriate to lift persons by crane instead of other working at height solutions.

While there are certainly applications where a crane supported work platform may be the safest way of working at height,

I am curious if you are familiar with this little business venture:

www.dinnerintheskyevents.com

I prefer to remain anonymous.

We responded that we were aware and had covered Dinner in the Sky several times, and in particular when it managed to change the FEM guidance on the issue of lifting people for fun. Ed

Window cleaner fall

Dear Leigh,

I saw your comment about the fatality in Manhattan. While I agree with everything you said, I would respectfully suggest you missed an important point. Had the operator received adequate training (as opposed to a cursory familiarisation)? A well trained operator would have found it easy and logical to move the boom into the correct position as opposed to simply using it as a way of accessing the window ledge. Operators who receive minimal training often don't feel confident moving booms into position and prefer to get out. Did his company simply provide him with a lift and tell him to "get on with it"?

Did his company provide him with sufficient training to use the machine in this way?

I don't want to send this as an attributed comment as some people might interpret it as a bad taste way of advertising our training services. Also I don't know the details of this tragic accident but it clearly should not have happened and may not be a simple case of operator stupidity.

Yours sincerely

This letter came in as a response to a story we carried about a 29 year old window cleaner in Manhattan, who had climbed out of the platform of the 66ft telescopic self-propelled boom lift that he was using to stand on a ledge in order to clean the large windows on the third floor of a Park Avenue building, rather than moving the platform closer. The man then slipped and fell around 12 metres of so to his death. While the writer was quite clear that he did not send the letter for publication we felt that the point he makes was very valid indeed and not something that we had considered when writing up the report. In the interests of sending an important message we are therefore publishing it anonymously.



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Following a telephone call from Paul Adorian, the founding managing director of IPAF and the founder of the notified body PAC we received the following letter along with the announcement of a new association that he and his wife Ruth have established to campaign for better access and facilities for the seriously disabled. This follows challenges that the two have constantly come up against whenever they travel or try to stay in hotels - even those that advertise disabled friendly facilities - as many simply pay 'lip-service' to meeting disabled requirements. Any help and support of any kind would be much appreciated.

Dear Leigh

Further to our telephone conversation earlier in the week, please find attached the press release and a couple of recent pictures of Ruth. I am grateful to you for agreeing to put it in a future *Cranes & Access* as I feel there is a very useful link, as disability does require access.

It would be marvellous if you could put forward the idea of some access companies promoting our new association, as that sort of publicity never does any harm to companies and of course they could, if they wished, have a two-way link to our web site

www.disabledday.org and who knows, it might bring benefit to both of us.

Best Regards,

Paul Adorian.



Ruth Adorian

New charity to provide more independence for disabled

A mother of three suffering from Motor Neurone Disease, a progressive disease which attacks the nerves of the brain and spinal cord, has founded a brand new charity to tackle the ever growing need for better facilities for the physically disabled in the UK. The association for the Independence of Disabled People (AID) aims to improve the life of the disabled with better access in public buildings and on transport and, there are plans to launch an annual 'Disabled Day' to raise national awareness.

Founder and chairman Mrs Ruth Adorian from Windermere, Cumbria has led an incredibly active and varied life, travelling the world as an Army officer's wife and working tirelessly as a successful business director, up until six years ago when she was diagnosed with this tragic disease, leaving her unable to walk or speak.

Now requiring round the clock care, Ruth fought to retain as much independence as possible, but has experienced first-hand the lack of facilities available to the disabled in hotels, restaurants and on transport. Speaking through a voice-enabling computer, she said: "I found easy access to be a major problem, which is dreadful when, according to the Department of Work & Pensions, there are over 11 million living with physical disability in the UK. My family and I have had issues with hotel websites offering 'disabled bathrooms' which are entirely unsuitable for a disabled person requiring two carers. The problem persists all too often across all grades of hotels and there needs to be enforcement of proper standards for disabled bathrooms and toilets in hotels and public buildings. A few misplaced handles or an emergency pull cord shouldn't constitute a disabled bathroom".

Rather than accept the situation, she decided to do something about it with the support of family and a network of friends, many from her days of supporting other worthwhile charities. She continues: "I woke up one day and wondered why I was still here, having long outlasted the initial three year life expectancy given to me by neurologists. And then the idea came to me - we need a lobbying association and a dedicated Disabled Day to draw much more attention to people's needs.

I want to see a day in the calendar each year where people in every town and village take part in activities to recognise the needs of the disabled and hopefully to bring changes".

Membership of AID will be offered to individuals and businesses for a fee which will help towards funding the awareness and education of those providing public facilities, press Government and Local Authorities for stricter controls, and work directly with hotel and restaurant proprietors. An 'Inspectorate of Disabled Facilities' and a recognisable symbol scheme are also being proposed to make it clear which establishments' really do meet the needs of the disabled.

"Even if this charity makes just a small difference initially it will be worth it. However, with the right level of support we believe it will grow quickly, helping to greatly improve the quality of life of those who are currently confined to their home because facilities elsewhere are woefully inadequate".

Details of individual and business membership of AID can be obtained from the website

www.disabledday.org or by contacting Paul Adorian, on 015394 48459.

Whats on?

2014

Platformers' Days 2014

September 12-13, 2014
German access equipment meeting Hohenroda, Germany
Tel: +49 (0)5033 981742
Fax: +49 (0)5033 981743
www.platformers-days.com

CPA Mobile cranes open meeting

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

CICA Conference 2014

September 24-26, 2014
Australian crane industry conference Perth, Australia
Tel: +61 (0)3-9501 0078
www.cica.com.au

Europlatform

European access conference
September 25th 2014.
Cologne.
Tel: +44 (0) 15395 62444
www.ipaf.org

SAIE 2014

Bologna Fair, building products.
October 2014, Bologna, Italy
Tel: +39 051 282111
www.bolognafiere.it

Bauma China

November 25-28, 2014
Bauma in Shanghai
Shanghai, China
Tel: +49(0)89 9 4920251
www.bauma-china.com

bC India

December 15-18, 2014
The third bauma/Conexpo exhibition in India
Delhi, India
Tel: +49 89 949-20255
www.bcindia.com

2015

Rental Show 2015

New Orleans, Louisiana
22nd - 25th Feb 2015
Tel: +1 800 334 2177
www.therentalshow.com

IPAF Summit

March 26, 2015
Annual Summit for International Powered Access Federation
Washington DC, USA
Tel: +44(0)15395 66700
Fax: +44(0)15395 66084
Website: www.ipaf.org

Intermat 2015

20-25th April 2015,
Paris France
Tel: +33 1 49685248
www.intermat.fr

EWPA National Convention 2015

April 28 - May 1, 2015
The Australian work platform association meeting and show
Adelaide, Australia
Tel: +61 (0)2 9997 5133
Fax: +61 (0)2 9997 4485
Website: www.ewpa.com.au

Vertikal Days 2015

UK/Ireland crane and access event. May 13-14th 2015
Haydock Park, UK
Tel: +44 (0) 8448 155900
Fax: +44 (0) 1295 768223
www.vertikaldays.net

ICUEE - The Demo Expo

October, 2015
The US show for the utility industry, Louisville, Kentucky, USA
Tel: +1 866-236-0442
www.icuee.com

2016

Bauma 2016

World's largest construction equipment exhibition,
April 11th-17th 2016
Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de

2017

Conexpo-Con/Agg 2017

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301 PPM ATF 335	1997	4x4x4	27,40m + 15,00m
351 Terex AC 35	2006	4x4x4	30,40m + 15,00m
351 Liebherr LTM 1030/2	2003	4x4x4	30,00m + 15,00m
351 Grove GMK 2035	2000	4x4x4	29,00m + 15,00m
401 Demag AC 40-1 City	2001	6x4x6	31,20m + 13,00m
401 Liebherr LTM 1040-1	1999	6x4x6	30,00m + 14,50m
451 ATF 45-3	2002	6x6x6	34,00m + 15,00m
551 Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
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
701 Grove GMK 4070	1997	8x6x8	38,10m + 16,00m
701 Grove GMK 4070-1	2000	8x6x8	38,10m + 16,00m
901 Tadano Faun ATF 90G-4	2008	8x6x8	51,20m + 19,00m + 2,00m
1001 Grove GMK 5100	2002	10x8x10	51,00m + 18,00m
1101 Tadano Faun ATF 110G-5	2008	10x8x8	52,00m + 16,20m
1201 Terex-Demag AC 120-1	2009	10x6x6	60,00m + 17,00m
1301 Liebherr LTM 1130-5.1	2007	10x8x10	60,00m + 19,00m
2001 Grove GMK 5300	2002	10x8x10	60,00m + 36,00m
4001 Liebherr LTM 1400-7.1	2004	14x8x14	60,00m + 56,00m + 84,00m

RT-TELESCOPIC-MOBILE-CRANES

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351 Grove RT 760 E	2005	4x4x4	33,50m + 17,10m

LATTICE-BOOM-TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
1151 Link-Belt HC 238	1982	10x6x6	48,00m/18,00m

HARBOUR-MOBILE-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
401 Sennsbogen 640 M	2000	4x2x2	22,00m

YARD-CRANES

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

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DENKA Narrow	www.rothlehner.com
Easi UpLifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Smart Platform Rentals	www.smartplatforms.co.uk
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Special Lift & Transport Equipment

Arnold Scherlast GmbH & Co.KG	www.arnold-scherlast.de
Collett A Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Self-Propelled Modular Transporters

Collett & Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
Genie	www.genieindustries.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Riwal	www.riwal.com/used
VHS Vissers Heftruck Service	www.vhsbladel.nl

Telehandler Rental

GT Lifting Solutions	www.gtliftingltd.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Alfa Access Services	www.alfa-access-services.com
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Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagrupo.com
Grove	www.grovetworldwide.com
Jekko	www.jekko.it
JMG	www.jmgcranes.com
Kobelco	www.kobelco-cranes.com

Liebherr	www.liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicran.es.co.uk
Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk
Potain	www.manitowoccranes.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano Faun	www.tadanofaun.de
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

Atlas Cranes UK	www.atlasgmbh.com
Effer	www.effer.it
Hiab	www.hiab.com
Palfinger	www.palfinger.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
E.H Hassells	www.hassells.com
Electrogen Int	www.electrogen.ie
IMC Cranes	www.imc-cranes.com
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-kranen.de
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Hird	www.hird.co.uk

Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
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Crane Hire

AB2000	www.ab2000.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
Crane Hire Ltd	www.cranehireltd.com
City Lifting	www.citylifitng.co.uk
Emerson Cranes	www.emersoncranes.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.co.uk
McNally crane hire	www.cranehire-ireland.com
Port Services	www.portservices.co.uk
Heavy Crane division	

Mini Crane Hire

Easi Up Lifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Hird	www.hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

City Lifting	www.citylifitng.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk

Tower Cranes

Electrogen Int	www.electrogen.ie
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Heavy Lift Management

DWLS	www.dwls.co.uk
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Heavy Lift Planning & Risk Analysis

DWLS	www.dwls.com
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HLI Consulting	www.hliconsulting.com
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Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
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Auction Houses

Ritchie Brothers	www.rbauktion.com
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Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
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Trojan Battery	www.trojanbattery.com
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Platinum Batteries (Europe) Ltd	www.platinumbatteries.co.uk
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Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
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Control Systems

MOBA Automation	www.moba.de
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Intercontrol	www.intercontrol.de
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Generator Sales & Rental

Electrogen Int	www.electrogen.ie
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Insurance

Specialist Insurance	www.cover1.com
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
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Eco power pads	www.outriggerpads.co.uk
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GreenTek	www.greensward.co.uk
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GTP Europe	www.gtp-europe.com
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Marwood	www.marwoodgroup.co.uk
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Mat & Timber Services	www.sarumhardwood.co.uk
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PCM Fluid Power	www.pcmfluidpower.co.uk
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Nylacast	www.nylacast.com
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Timbermat	www.timbermat.co.uk
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TMC lifting supplies	www.tmc-lifting.com
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Universal Crane Mats	www.universal-crane-mats.com
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Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
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Alfa Access Services	www.alfa-access-services.com
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Caunton - Access	www.caunton-access.com
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Crowland Cranes	www.crowlandcranes.co.uk
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C-Tech Industries	www.ctech-ind.com
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Davis Access Platforms	www.davisaccess.co.uk
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Electrogen Int	www.electrogen.ie
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IAPS	www.iapsgroup.com
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JLG	www.jlgeurope.com
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Lift-Manager	www.lift-manager.com
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TVH - Group Thermote & Vanhalst	www.tvh.be
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Unified Parts	www.unifiedparts.com
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Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
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Inspire	www.inspire.com
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MCS Rental Software	www.mcs.co.uk
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Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
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Airtek equipment	www.airteksafety.com
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Load Systems UK Ltd	www.loadsystems.com
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Marwood	www.marwoodgroup.co.uk
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SMIE	www.smie.com
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Software

Higher Concept	www.higherconcept.co.uk
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inspire	www.inspire.com
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Matusch GmbH	www.matusch.de
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MCS Rental Software	www.mcs.co.uk
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Structural Repairs

Avezaat Cranes	www.avezaat.com
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Crowland Cranes	www.crowlandcranes.co.uk
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John Taylor Crane Services	www.jtcranes.co.uk
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Training Associations & Networks

ALLMI	www.allmi.com
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AWPT	www.awpt.org
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IPAF	www.ipaf.org
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NASC	www.nasc.org.uk
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Pasma	www.pasma.co.uk
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Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
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IAPS	www.iapsgroup.co.uk
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Active Safety	www.activerentals.co.uk
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Advanced Access Platforms	www.accessplatformsuk.com
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AFI	www.afi-uplift.co.uk
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Ainscough	www.ainscoughtraining.co.uk
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AJ Access	www.accessplatforms.com
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APL	www.apl-aerialplatforms.co.uk
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Approved Safety Training -Ca	www.approvedsafetytraining.com
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Lift-Manager	www.lift-manager.com
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LTC Training Services	www.ltctrainingservices.co.uk
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Nationwide Platforms	www.nationwideplatforms.co.uk/Training
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Smart Platform Rentals	www.smartplatforms.com
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Astra Access	www.astratraining.co.uk
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Safety Training

Atlas Cranes UK	www.atlasgmbh.com
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Avon Crane	www.avoncrane.co.uk
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Brogan Group	www.brogangroup.com
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Davis Access	www.davisaccess.co.uk
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Easi-UpLifts	www.easiuplifts.com
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Emerson Training Services	www.emersontrainingservices.co.uk
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Training Services

Facelift	www.facelift.co.uk
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HCS	www.hydrauliccraneservices.co.uk
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Hewden Training	www.hewden.co.uk/training
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Hi-Reach	www.hi-reach.co.uk
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Hiab	www.hiab.com
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Horizon Platforms	www.ipaftrainingcourses.co.uk
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IS Training	www.istraining.co.uk
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JLG Training	www.jlgeurope.com
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L&B Transport	www.lbtransport.co.uk
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Liebherr Training (UK)	www.liebherr.co.uk
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Lifting Equipment Training	www.lettd.co.uk
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Loxam	www.loxam-access.co.uk
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Lyte	www.lyteladders.co.uk
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Mainline Access	www.mainline-access.co.uk
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Mentor Training	www.mentortraining.co.uk
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Mr Plant Hire	www.mrplanthire.co.uk
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Nationwide Platforms	www.nationwideplatforms.co.uk
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Norfolk Training Services	www.norfolktraining.co.uk
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Rapid Platforms	www.rapidplatforms.co.uk
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Southern Crane & Access	www.southerncranes.co.uk
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TH White	www.thwhite.co.uk
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V15060 - Snorkel S1930E - 2006
Electric - 7.60 Mtr. - 289 Hrs.
€ 2.950



V14219 - Haulotte Compact 8 - 2007
Electric - 8.20 Mtr. - 188 Hrs.
€ 4.250



V15176 - JLG 2646ES - 2007
Electric - 9.80 Mtr. - 180 Hrs.
€ 6.750



V15841 - Genie GS2646 - 2006
Electric - 9.92 Mtr. - 574 Hrs.
€ 5.750



V15681 - Haulotte Compact 12 - 2004
Electric - 12 Mtr. - 985 Hrs.
€ 5.000



V15920 - Skyjack SJ6826 - 2007
Diesel 4x4 - 9.90 Mtr. - 1170 Hrs.
€ 9.500



V15634 - JLG 3394RT - 2007
Diesel 4x4 - 12.06 Mtr. - 1095 Hrs.
€ 15.500



V15527 - JLG 33RTS - 2000
Diesel 4x4 - 12.06 Mtr. - 5362 Hrs.
€ 5.000



V15629 - JLG 500RTS - 2001
Diesel 4x4 - 17.24 Mtr. - 4334 Hrs.
€ 9.750



V15627 - JLG SL 153/22 - 2007
Diesel 4x4 - 17.30 Mtr. - 762 Hrs.
€ 20.500



V15709 - Haulotte Star 10 - 2002
Electric - 10 Mtr. - / Hrs.
€ 8.750



V15886 - Grove Toucan 1100C - 2000
Electric - 11 Mtr. - / Hrs.
€ 5.000



V15830 - JLG E300AJP - 1999
Electric - 11,14 Mtr. - 550 Hrs.
€ 9.250



V15768 - JLG E450AJ - 2006
Electric - 15.72 Mtr. - 1164 Hrs.
€ 19.000



V15704 - JLG M600J - 2001
Bi-energy - 20.36 Mtr. - 1966 Hrs.
€ 16.000



V15921 - JLG 450AJ - 2008
Diesel 4x4 - 15.72 Mtr. - 1614 Hrs.
€ 22.500



V15886 - Haulotte HA16PXNT - 2007
Diesel 4x4x4 - 16 Mtr. - 2667 Hrs.
€ 18.500 - Generator



V15805 - JLG 800AJ - 2003
Diesel 4x4 - 20.29 Mtr. - 3027 Hrs.
€ 18.750



V15819 - Genie Z80/34RT - 2008
Diesel 4x4 - 20.39 Mtr. - 2152 Hrs.
€ 36.000



V15821 - JLG 1250AJP - 2008
Diesel 4x4x4 - 40.10 Mtr. - 3012 Hrs.
€ 87.500



V15819 - Genie S45 - 2003
Diesel 4x4 - 15.70 Mtr. - 5457 Hrs.
€ 11.500



V15730 - Aichi SR210 - 1997
Diesel - 22.60 Mtr. - 6578 Hrs.
€ 22.500



V15900 - Genie S125 - 2008
Diesel 4x4x4 - 40.15 Mtr. - 2836 Hrs.
€ 82.500



V15814 - Manitou MT1440SLT - 2007
Diesel 4x4x4 - 13.60 Mtr. - 3193 Hrs.
€ 25.500



V15881 - Manitou MRT2150 - 2008
Diesel 4x4x4 - 20.60 Mtr. - 3304 Hrs.
€ 75.000 - Turbo ORH - Privilege series



Easi UpLifts

for more information
go to our website



Genie GS-3246

2006

€ 8,750



Genie Z-34/22N

2005

€ 17,500



Genie S-45

2005

€ 23,000



Genie S-85

2005

€ 49,000



Genie S-65

2005

€ 33,000



Genie Z-80

2005

€ 49,000



Skyjack SJ-6832

2007

€ 14,500



Skyjack SJ-9250

2007

€ 18,950



Genie S-125

2008

€ POA

More than 2500 machines available ex. our Irish / UK / Slovak & Hungarian depots

For further information contact Patrick McArdle on



+353 877 975 919 or via email



patrick.mcardle@easiuplifts.com



the access specialists

www.easiuplifts.com

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