

cranes & access

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August/September 2014 Vol.16 issue 6

**Spider
cranes**

**Top 30 rental
companies**

**Lifts and
lifting for
arborists**

... Manitex acquires PM...Palfinger and Kamaz form JV...Werner takes over Youngman...

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On the cover:

Thousands of people lined the streets of Liverpool in July to welcome three giant marionettes (a grandmother, small girl and her dog) telling the story of the City during World War One. The logistical lifting challenge - by the French street theatre company Royal de Luxe - was helped by John Sutch Cranes.



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In the 12 months since our last survey of the UK and Ireland crane, access and telehandler rental companies, business has continued to improve. Most companies are now feeling positive enough to step up the renewal and updating of their fleets, while many have started to expand. See how the top companies have fared in the Cranes & Access 2014 rental survey.



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Has the spider crane finally broken through into the mainstream European crane market? Cranes & Access takes a look at the market and tries to answer the question.



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40 years 45

We report from Finland on Dinolift's 40th anniversary celebrations, with a brief look at its long history and principles.



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The truck mounted platform is almost certainly the oldest type of powered access equipment dating back to the 1920s. But for as long as they have existed there have been owners and operators looking for special machines, leading to some companies building modified units or even creating unique one-off machines. We take a look at a few suppliers and some of the more unusual products.



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"Never pick a fight with an ugly person, they have got nothing to lose". Robin Williams 1951-2014

"Imagination is the highest kite one can fly". Lauren Bacall 1924-2014

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A more positive experience

Many of us have worked for or know a company that says how wonderful its products are and how great its customer care. Yet when truly put to the test is found wanting.

One company I worked for was doing very well getting into a new sector selling large wood grinders based on a good product and good parts and service backup. However an incident with

one machine brought all this crashing to the ground with a major chink in the customer care armour. The grinder (still under warranty) had burnt out writing the machine off. Investigations revealed a hydraulic hose near the engine had ruptured, leaving a charred mess and angry customer.

My MD said the engine was at fault and therefore the engine manufacturer should sort out the problem - refusing to even talk to the owner. The engine manufacturer investigated and concluded that the hose had been re-routed by the supplier and it was not at fault.

The owner - not at fault in any way - just wanted it sorted as he could not afford to have the machine sitting, not earning money. I was happy to 'loan' him a demonstration machine until his was sorted, but the MD refused, saying it was not our responsibility. Six months after the incident, the machine was still sitting on site, a burnt out wreck while the owner made sure that everyone in the niche sector knew that we had not stepped up to the plate and done the right thing. We never sold another grinder in my time with the company. A good product and a hard earned reputation was ruined by one incident and a company/person unwilling to do the right thing, taking the short-term view.

This sort of experience is becoming more dangerous for companies with the growing use of social media. Word of mouth is no longer limited to a few dozen local people as unhappy customers share bad experiences with thousands, leaving companies with a major firefighting job to protect their reputation.

So why not do the right thing at the start?

Yes there are good, conscientious and ethical companies, but many will cut corners and avoid dealing with an issue head on, in spite of all the management jargon about delighting customers and total customer experience etc etc...

Even in the lifting sector there are those that try and 'kick a problem into the long grass' or blame the customer, even when it is clearly not their fault. While larger companies with multiple management layers can be the worst, there are some shocking examples of smaller companies that will do anything to avoid sorting a costly problem out, as they focus on protecting short term profits.

In my experience both in the equipment industry and with consumer products, doing the right thing at the start can turn a customer's bad experience into a positive one resulting in happier and more loyal customers leading to higher profits over a longer period of time.

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

Werner acquires Youngman

US-based ladder manufacturer Werner is to acquire all of the shares of UK access equipment manufacturer Youngman. The acquisition will merge Youngman's tower, low level scissors lifts and other access products with Werner's existing UK ladder business. Abru and is conditional on clearance from the UK Competition and Markets Authority. It should be completed later this year.

Werner, which has its international headquarters in Schaffhausen, Switzerland, acquired Abru in 2011 as part of its European expansion plans. Youngman was acquired by the current owners in a Management Buy Out from SGB in 2005 led by Paul Bentley, with Chris Owen, John Bungay and Jerry Stapleton. Revenues back then were reportedly in the region of £37 million, although they have slipped recently.

Werner chairman William Allen said: "We are confident that the deal will benefit the industry by allowing us to offer a single integrated portfolio that combines our complementary strengths - Youngman's focus on towers and other trade products and Werner's focus on ladders and other DIY access products."



The acquisition takes Werner into powered access

£50 million spend for A-Plant

Ashtead's UK rental business A-Plant has made a £50 million investment in the expansion and renewal of its powered access and telehandler fleet. £15 million is being spent on new aerial lifts with six key suppliers. The orders cover more than 720 machines, all of which are scheduled to be delivered by the end of this month. The two largest deals comprise a £6 million spend with Genie for 274 machines and a £4.6 million order for 220 JLG units. Other suppliers include Niftylift, Skyjack, Haulotte and Power Towers.

The bulk of the spend was an order for 1,000 JCB units worth £35 million, consisting of a large number of telescopic handlers and Teletruk industrial telehandlers, along with rough-terrain forklifts, mini/midi excavators and backhoe loaders. A-Plant spent around £100 million in 2013 with similar levels due to be reached this year.



(L-R) Tom Greenshields of Greenshields JCB with Asif Latief of A-Plant, Graeme Macdonald and Dan Thompstone of JCB with the first telehandler deliveries.



Genie and Niftylift machines from A-Plant's £15 million investment



CAT's new TH417C GC telehandler

Two new CAT telehandlers

Caterpillar has launched its new TH414C GC and TH417C GC telehandlers designed specifically for the rental market. Based on JLG's 3614RS and 4017RS telehandlers, launched earlier this year, the 3.6 tonne/13.85 metre TH414C and four tonne/17 metre TH417C GC telehandlers have been designed with simplified service and maintenance features such as external telescope cylinders, easily accessible maintenance points, drain ports and filters, and a maintenance-free diesel oxidation catalyst. CAT telehandlers have been designed and built by JLG under a global alliance agreement since the end of 2005.

Dingli appoints new UK distributor

A new UK distributor for Dingli aerial work platforms, Dingli Platform Sales UK has officially opened for business. The first machines have already been delivered to the company's Essex depot and have started to ship to customers.

The first shipment included electric slab scissor lifts, vertical lifts and mast booms as well as the first Dingli diesel powered scissor lift in the UK, the 53ft JCPT1823RT, with a 6.55 metre extended double deck, 680kg platform capacity, self-levelling stabilisers and Kubota power unit. The UK's first Dingli diesel booms are also due to arrive from the plant in China in the coming weeks.

The new company is run by James Darnley, who has been associated with Dingli for several years, and Philip O'Donnell, both of whom helped man the Dingli stand at Vertical Days earlier this year.



The first Dingli diesel RT scissor lift to arrive in the UK

Full review for EN280

The European Committee for Standardisation (CEN) has received a mandate to commence a full revision of EN280:2013 - the European standard governing the design and manufacture of aerial lifts. EN280:2013 was published in June 2013 after a five year review period. Detailing additional requirements regarding the application of EN13001-3-1 and EN ISO13849-1 as well as aerial lift structures and control systems, it is anticipated that EN280:2013 Amendment A1 will be published in 2015, following a period of public comment.

Possible topics for consideration in the full revision include: exit at height, retention of key in ground control station, average weight of person, fire prevention, ability to isolate power when elevated (other than emergency stop), wind speed variations and electromagnetic compatibility (EMC).





Speedy has ordered 1,060 Skyjack scissor lifts

Over 1,000 Skyjacks for Speedy

UK-based rental company Speedy has purchased 1,060 new scissor lifts from Skyjack. The order includes slab electric scissor and mast type lifts, along with a number of compact diesel Rough Terrain scissor lifts. Deliveries have already begun, with the order due to be completed later this year.

Models ordered include 12 and 16ft SJ12 and SJ16 mast lifts - the first of this type of lift for Speedy. All units are fitted with Skyjack's new motor-controller control system. Also included are 26ft SJ6826RT compact Rough Terrain scissor lifts, the first diesel powered aerial lifts in the Speedy fleet. The order is a part of a major update and expansion programme for the company's powered access rental fleet, and will reduce the average age of its self-propelled scissor lift fleet to less than two years. Skyjack has also shipped 40 SJ12 and SJ16 self-propelled mast lifts to Force Access, Australia for a large project.



Stütze-Späh's new WT610 truck mounted lift

Customised Palfinger truck mount

German access rental company Stütze-Späh has taken delivery of a 61 metre Palfinger WT610 truck mounted lift which includes features from the company's new Jumbo NX series. Mounted on a four axle MAN TGS 35.400 chassis with three axle steering and Hydro-Drive, the WT610 offers a maximum platform capacity of 600kg and an outreach of up to 36.8 metres at which it has 100kg platform capacity. Intended for tree surgeons and arborists, the WT610's features include additional built-in storage space, an on-board hydraulic generator and a lighting system for carrying out work at night. The company has also opted for Palfinger's tree basket which is fitted with a winch system designed for lowering tree limbs as well as various power outlets.



Features include a built-in lighting system

Manitex acquires PM/Oil&Steel

US-based boom truck, crane and port handling equipment manufacturer ManiTex has acquired the PM Group, the owner of PM loader cranes and Oil&Steel aerial work platforms. The agreement is subject to Italian court approval of a debt restructuring plan which is currently pending.

The deal is worth \$107 million comprising \$24 million in cash provided by a new ManiTex term loan with its current bankers, \$15 million from issuing new shares to be distributed largely to PM's bankers and \$68 million in assumed debt and liabilities.

PM's 12 month revenues through June 2014 were \$106 million with an operating margin of nine percent - similar to that of ManiTex. The acquisition is expected to close in the fourth quarter. The third company within the PM group, scaffold company Pilosio, has been acquired by Polo Holding.

Between them PM loader cranes and Oil&Steel platforms have around 47,500 square metres of manufacturing space, spread over two locations in San Cesario/Modena and Arad in Romania with a total of 578 employees. The two companies also have an extensive distribution network and are forecasting revenues of €133 million for 2014 - 83 percent of which will be for export mainly outside of Europe. ManiTex now has extensive business interests in Italy, having recently added Valla pick & carry cranes to its CVS-Ferrari port handling operations acquired in 2011.

New 100 tonne tele crawler

German crane and material handling manufacturer Sennebogen plans to launch a 100 tonne capacity telescopic crawler crane later this year. When launched it will be the largest telescopic crane in a range which currently runs from eight to 80 tonnes.



Sennebogen is to launch a 100 tonne telescopic crawler crane.

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Kardon Contracts' owner Gordon McGruer (R) with Karel Huijser of JLG

Kardon takes first 1850SJ

UK-based wholesale rental company Kardon Contracts has taken delivery of the first 185ft JLG 1850SJ Ultra boom lift to be delivered in Europe. The unit is one of four 1850SJ's ordered at Conexpo earlier this year and is already out on hire working on the refurbishment of a large hanger.

Atlas to close Delmenhorst plant

German loader crane and excavator manufacturer Atlas Maschinen is in the process of closing its Delmenhorst crane plant as it transfers production of its loader cranes to its nearby facilities in Vechta and Gazderkese in order to streamline production and save on costs. The move follows several years of struggle with the works council/union at the historic Atlas plant and will affect up to 80 employees.



Atlas managing director Graham Stitou, said: "The closure is definite, the only question is when. The main reason is that the industry is still in a significant economic downturn. Currently, the factory has been running at just 50 percent of capacity with unsatisfactory productivity indicators. We have to react in order to secure the continued existence of the company."

20,000th telehandler from Bobcat

Bobcat has manufactured the 20,000th telehandler at its Pontchâteau production plant in Loire Atlantique, France. The unit - a four tonne/17.5 metre T40180 was delivered to Manuco Services, the company's distributor based in Rouen, northern France.

The Pontchâteau site produces 12 different Bobcat telehandler models with lifting heights from five to 18 metres and last year celebrated its 50th anniversary. The first telehandlers came off, what was then a Sambron production line in 1979. The company, which was one of the first to produce a telehandler, was acquired by Ingersoll Rand/Bobcat in 2000.

Pontchâteau plant manager Laurent Gicquel, said: "We see growth of around 15 percent in sales this year, largely due to good results from the agricultural sector, which represents 49 percent of Bobcat telehandler sales, while 51 percent comes from the rental and construction sectors."



(L-R) Laurent Gicquel, Mickael Coutard and Michel Coutard of Manuco with Benoît Pion and Xavier Larroque of Bobcat.



The Terex XT Pro models

New Terex tree trimmers...

Terex Utilities has introduced an all-new, three model range of XT Pro Series truck mounted platforms for tree trimming duties.

The range includes the 19 metre XT Pro 56 with a maximum of 13.9 metres outreach, the 20 metre XT Pro 60 with 15.2 metres of outreach and the 23.3 metre XT Pro 60/70 which also has 15.2 metres outreach.

The company says that extensive end user input during development,

has led to a number of features, including round pedestal weldments for easier access to slew ring bolts, a platform capacity of 180kg - one person plus tools - an elbow cylinder that fully retracts when stowed to protect the rod and a 3.5 cubic metre chip box. A new boom tip helps reduce the overall weight, allowing the 23 metre unit to be mounted on a chassis with a 5.9 tonne front axle.

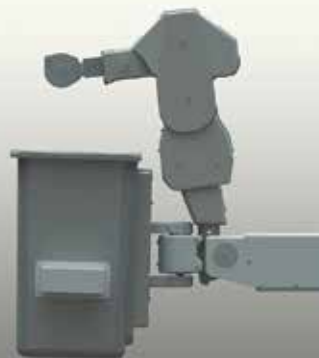
...and jibs

Terex Utilities has also introduced a new cobra-style jib and swing arm extension for its Hi-Range TL and LTM aerial devices. The optional swing arm for the TL series increases the platform's working range with an additional platform support extension that can rotate horizontally through 215 degrees.



The swing arm combined with the 180 degrees of platform rotation allows an operator to cover both sides of a pole from a single position.

When added to the machine's 180 degrees platform rotation it is possible for operators to wrap the platform around obstacles - such as a utility pole - reaching both sides without having to reposition. It also adds an additional half a metre to the working height.



Terex Utilities' new cobra-style jib

The new cobra-style articulated jib for the Hi-Range TL and LTM platforms can either be end or top mounted and offers a maximum lift capacity of just over 450kg. An additional bearing on top of a Kingpost socket allows for rotation, while a poppet valve automatically prevents damage should the jib make contact with the boom.

Available on all platforms and measuring 610mm by 1.22 metres, the jib can be quickly retracted into its stowed position.



The 5,000th Potain crane built in China comes off the line in Zhangjiang.

5,000 Chinese Potains

Potain has shipped the 5,000th tower crane from its manufacturing plant in Zhangjiagang, China. The 5,001st unit - an MCR 225 luffer - was delivered to Malaysian construction company YTL. YTL bought its first Potain tower crane in 1984 and operates a fleet of 10 MCR 225s, with more units planned. The crane was purchased through Inflextec Engineering - Potain's dealer for Malaysia.



The commemoration plaque with (L-R) Jean Noel-Daguin of Manitowoc, Yow Chee Keong and Yap Hee Meng of YTL.



The crane has a maximum reach of almost 17 metres.

Low headroom crane

The crane division of T H White has supplied a Palfinger articulated crane mounted on a special mobile industrial chassis to Jaguar Land Rover's new £500 million UK engine plant near Wolverhampton. Landover subcontractor Sibco needed a highly manoeuvrable mobile crane with a combination of high lifting capacity, long outreach and the ability to work with very limited headroom - as low as 2.7 metres.

T H White managed to solve the challenge by mounting a Palfinger PK 34002-SH articulated loader crane on an ultra low-profile Kran-Mobil chassis designed and built by German manufacturer Zunhammer. The crane can lift 1,420kg at a reach up to 16.7 metres and a height of less than 2.7 metres. It measures just 1.9 metres wide by 4.5 metres long when stowed, while the footprint with fully extended outriggers is 6.4 x 6.4 metres. The crane is also equipped with a winch for working in areas with greater headroom.

The battery powered chassis offers all-wheel steer giving a minimum turning circle of around 3,350mm. Travel speed is up to four miles an hour, although this is halved when operated via its remote controller.



The special low headroom crane is compact and highly manoeuvrable.

MBO at Access Hire Nationwide

UK-based van rental specialist Access Hire Nationwide has been acquired in an Elysian Capital backed Management Buy Out. The deal also includes sister company Welfare Hire Nationwide which rents out temporary eating and washroom cabins from its headquarters in South Wales. The two businesses were founded and owned by serial entrepreneur David Wraith and other investors.

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Theyskens steps down as Arcomet restructures

Dirk Theyskens chairman of Belgian international tower crane company Arcomet has resigned as part of a major restructuring. He has been replaced as chairman by Philippe Cohet who joined Arcomet in April, following his earlier departure from Manitowoc Cranes, where he was executive vice president of the Europe, Middle East, and Africa region.

The official statement says that Theyskens has resigned for personal reasons and that the move was effective from July. As a significant shareholder he will remain a member of the executive committee until the end of the year, "in order to facilitate a smooth transition". Theyskens has headed Arcomet for more than 30 years - originally with

his brother Leo - building up the tower crane rental company into a multi-national group. The executive committee now comprises Cohet, Jack Hansoul, Stefaan Monteyne and Dirk Theyskens. Hansoul and Monteyne retain their roles as chief operating officer and chief financial officer respectively.



Phillipe Cohet



Dirk Theyskens

Fassi launches HD loader crane

Fassi is to launch a new 80 tonne/metre heavy duty loader crane. The F990RA XHE-Dynamic features an eight section boom which offers an outreach of more than 20 metres.

Combined with the three section L616 hydraulic jib extension the crane has the same lifting capacities but offers a hydraulic reach of 32 metres - 37 metres with manual extensions. Standard features include a seven inch touch screen display providing various messages, warnings, percentages



Fassi's new F990RA XHE-dynamic loader crane.

and parameters etc... as well as Fassi's FSC/SII stability system with its new angular sensor and moment limiting device.

Potain launches MCT 85

Potain has launched a new five tonne tower crane at a concrete exhibition in São Paulo, Brazil. Successor to the MCi 85, the new MCT 85 has a maximum jib length of 52 metres and a maximum under hook height of 44.6 metres.

It can lift 1.4 tonnes to a 50 metre radius and handle 1.1 tonnes at its jib tip. The unit will be assembled at Manitowoc's facility in Passo Fundo, Brazil and features a monoblock counter jib with wind sail plates and the option to reeve at ground level. The mast can also be used with the company's standard MC range of bases.



Potain has launched a new five tonne MCT 85 tower crane.

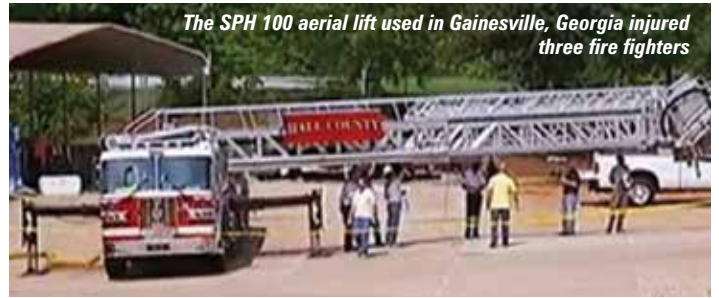


Sutphen issues stand down

US-based emergency response vehicle manufacturer Sutphen has issued a 'stand down' order for its five-section aerial platforms. The Ohio-based company made the announcement after several incidents in which booms retracted suddenly.

In the cases we are aware of, the sudden descent stopped sharply before reaching the ground, causing serious injuries to some operators, but so far no fatalities. The units affected include all SPH 100, SP 110, SPI 112 and SAI 110 models. The latest incident involved an SPH 100 aerial lift being used on a training exercise in Gainesville, Georgia. The boom suddenly dropped six metres before stopping suddenly, injuring three firefighters.

Sutphen also issued a recall notice for more than 150 platforms last September after a similar incident occurred in Arizona in 2012. In that instance the company reported that "the main cables were worn out, weakened by rubbing against guide-wheels that stopped turning when the bearings seized up". It blamed the incident it on a "lack of proper maintenance". Early reports suggest that the latest incident was not a result of poor maintenance.



The SPH 100 aerial lift used in Gainesville, Georgia injured three fire fighters

Palfinger and Kamaz form JVs

Palfinger and Russian truck manufacturer Kamaz plan to establish two joint venture companies in Russia. The new ventures should be formed by the end of November, subject to the necessary approvals.

Based in Naberezhnye Chelny in Tatarstan, the first joint venture will focus on mounting loading and handling systems on trucks. Kamaz will hold a 51 percent controlling stake, while Palfinger will hold the remaining 49 percent. The two companies have set a target of delivering 3,000 truck bodies a year by 2019. In addition to Kamaz's existing distribution network, a new network of dealers and service centres is also planned.

The second joint venture will see Palfinger acquire a 51 percent stake in Kamaz's existing hydraulic

cylinder production operations in Neftekamsk, in the region of Bashkortostan. The new venture will invest in the modernisation of the production plants and is aiming to boost the volume to 80,000 cylinders a year for cranes, trucks and building machinery by 2019.



Palfinger Sany's new SPC250 telescopic truck crane mounted on a Kamaz chassis

Sany infringed Manitowoc patent

A US court has found that Sany infringed at least one Manitowoc patent and misappropriated its trade secrets. Judge David P. Shaw of the United States International Trade Commission (ITC) issued an initial determination in the patent infringement and trade secrets case filed by Manitowoc against Sany cranes last June.

It alleged violation of section 337 of the Tariff Act by Sany for importing and selling crawler cranes and components that infringe its patents and misappropriated its trade secrets. Manitowoc says that it is pleased by the Judge's favourable ruling and looks forward to receiving the commission's full and final order later this year.



Sany has been found guilty of violating a Manitowoc patent and stolen trade secrets.



The new SMX 290HD features a 29 metre working height and 14.6 metres of outreach

New 29 metre spider

Multitel is extending its spider lift range with the 29 metre SMX 290 HD. The new model follows the launch of a heavy duty version of the 25 metre SMX 250 with which it shares components. It offers 14.6 metres of outreach, a 1.6 metre wide platform with 270kg capacity, and dual jacking modes. It is powered by the same Kubota Z150T diesel engine.

The narrow jacking footprint is only 3.6 metres wide, yet it retains its 380 degrees of slew and full working envelope. An electric power option allows it to be operated both indoors and outdoors. The first unit will be delivered to UK spider lift rental specialist Higher Access.



The SMX 290 has a 1.6 metre platform with 270kg capacity and standard or narrow outrigger jacking modes

Jost Engineering (Austria) closes

Jost Engineering (Austria) - established by Franc - Jost has been closed and liquidated. The move is part of a handover of the tower crane businesses he founded. He will retain his position as technical director for the main Jost Crane business in Bavaria, Germany and continue to support its technical department. Alexander Jost, managing director of Jost Cranes told Cranes & Access that Jost continues to build and support its luffing jib cranes and is confident of the long term prospects for the business.

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Strong start for Ashtead

Ashtead has reported a very strong first quarter with revenues up £458 million while pre-tax profits jumped 21 percent to £117.5 million. In the UK A-Plant's revenues increased 22 percent to £81.2 million, while operating profits jumped 74 percent to £13.7 million. Sunbelt revenues increased 21 percent to \$638.4 million, with operating profits up almost 29 percent to \$206.9 million.

Haulotte maintains growth

Haulotte has reported revenues up 17.6 percent at €207.2 million driven by higher sales in Europe, Asia and North America, while South America fell 31 percent. Net profits were €10.3 million compared to €4 million in the same period last year.



Profit boost at Lavendon

Pre-tax profits at Lavendon were £10.8 million - 25 percent higher than the same period last year - on revenues up three percent at £117.4 million. The company has also rescheduled and extended its debt to 2019 at a lower cost.



Steep rise in profits at Manitou

Manitou first half revenues were €642 million, up nine percent, while pre-tax profits leapt from €1.9 million last year to €21.65 million - more than two and half times the full year profits for 2013.



Tanfield values Snorkel at \$122 million

Snorkel's shareholder Tanfield has valued its 49 percent holding at \$60.1 million making the Snorkel business as a whole worth \$122.6 million. The estimate appears in Tanfield's interim results which show a £261,000 pre-tax loss.



Terex Cranes makes progress

Terex Cranes saw revenues for the first six months fall almost 10 percent to \$897.1 million, while operating income dropped 47 percent to \$29.5 million but the second quarter saw high profits on slightly lower revenues and the order book increased almost 14 percent to \$661.4 million.



Genie maintains sales momentum

Genie/Terex AWP has reported a strong second quarter and half year, revenues for the first half were \$1.3 billion, up 17 percent, while operating income increased 13 percent to \$195.7 million. The backlog at the end of June was down nearly 16 percent on this time last year and 20 percent down on the quarter.



Manitowoc dips

First half revenues at Manitowoc Crane were down almost 10 percent at \$1.07 billion, although order intake improved six percent. Operating profits fell over 25 percent to \$77 million, due mostly to lower sales of boom trucks and Rough Terrain cranes in the Americas.

Strong first quarter for Speedy

UK rental company Speedy has issued a positive first quarter trading statement with revenues up 15.7%.



Ramirent slide continues

Ramirent has reported half year revenues of €289.3 million, down eight percent, while pre-tax profits slumped almost 60 percent to €12.4 million.

Billion dollar quarter for JLG



JLG has posted record results in the three months to the end of June, with revenues for the quarter exceeding a billion dollars for the first time in its history, thanks to strong sales in North America and Europe. Operating profits for the quarter were up eight percent to \$166.8 million. Revenues for the nine months were \$2.51 billion, up almost 10 percent, while operating profits jumped 25 percent to \$373.7 million.

Tadano boosted by Japan

Tadano has reported first quarter revenues increased 15.7 percent to ¥44.1 billion (\$430 million), while pre-tax profits increased seven percent to ¥5.6 billion (\$54.6 million). Thanks to higher mobile and loader crane sales while aerial work platform revenues declined seven percent.



Tat Hong sees light

First quarter revenues at Tat Hong declined six percent to \$164.2 million (\$132 million) as profits dropped 17 percent to \$10.3 million (\$8.3 million). Tower crane rental in China was the company's only positive sector - up 21 percent, while Australia showed signs of improvement.



Skyjack growth gathers momentum

First half revenues at Skyjack improved 25 percent to \$400.7 million, while operating profits jumped 74 percent to \$68.3 million.



Europe keeps Palfinger on track

Palfinger has reported first half revenues of €540.1 million - 14 percent higher than last year, while pre-tax profits increased 10 percent to €35.6 million.



Negative first half for Bronto

Truck mounted lift manufacturer Bronto has posted first half revenues of \$58.6 million, down 12.5 percent, while showing a loss of \$1.1 million compared to an operating profit of \$4.1 million last year. Order intake increased more than 27 percent to \$91.9 million.



Flat quarter for Hiab

Second quarter revenues for loader crane manufacturer Hiab were flat at €221 million although order intake jumped 26 percent. Profit was slightly lower at €5.3 million.



Manitex hits new records

Manitex has reported record revenues and profits for its first half with revenues of \$131 million - over seven percent higher than last year. Pre-tax profits for the period improved 11 percent to \$7.2 million.



Cramo profits continue to slide

Cramo has reported a flat second quarter in terms of revenues at €159.8 million, while profits shrank 36.3 percent to €6.4 million.



Strong first quarter for Kobelco Cranes

Kobelco Cranes has reported a 46.6 percent rise in first quarter revenues to ¥16.9 billion (\$164.5 million) while profits almost doubled to ¥1.7 billion (\$16.5 million).



(L-R) Masanori Kanazashi, Renate Dirr and Gerald Henle of Liebherr with Koichi Sambonsuge of Yamagata and Christoph Kleiner of Liebherr

50th Liebherr LTM11200-9.1

Liebherr has sold its 50th 1,200 tonne LTM 11200-9.1 All Terrain crane to Japanese wind turbine component transport company Yamagata. Delivered this month it will provide a new service the company plans to offer, erecting wind turbines.

Unveiled at Bauma in 2007 the crane boasts a 100 metre boom which can be extended with to a maximum system length of 188 metres. Of the 50 cranes delivered seven have gone to Germany, five to Mexico and four to Brazil, while the Yamagata unit will be the fifth in Japan and by far the largest model in its fleet of 12 cranes. In addition to the 50 LTM11200s, Liebherr has delivered 15 LTR 11200 crawler versions.



Hiab unveiled its new electric power take off (ePTO) at the Elmia Lastbil fair in Sweden

Hiab unveils new ePTO

Hiab has launched a new electric power take off system (ePTO), installed on a Volvo FM (Euro 6) truck with Hiab's most energy-efficient loader crane - the X-HiPro 192. The electric power take off is installed alongside a traditional mechanical power take off. According to Hiab the electric PTO offers energy savings of up to 60 to 70 percent with lower noise levels.

New Moog for Wemo-tec UK

UK-based underbridge inspection platform rental company, Wemo-tec UK, has taken delivery of what it claims is the first bucket-type underbridge platform to be delivered to the UK in the last 25 years.

The Moog MBL 1200T offers 15 metres of down reach and 12 metres platform under reach with a 280kg capacity. The platform replaces an older Moog UB40 and joins a fleet which includes a MBL 1300T. Wemo-tec UK commercial manager Christopher Sandford, said: "The age of the UB40 type machines meant a replacement was well over due. We have invested heavily in a brand new MBL 1200T with up-to-date technical features for the UK market."



Wemo-tec UK taking delivery of its new Moog MBL 1200T

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- **Les Warren**, one of the founding directors of **Riwal UK** has left the company.
- **Neff Corp** has filed an IPO to raise around \$100 million.
- **Doornbos Equipment** has taken delivery of five **Ruthmann** truck mounted lifts
- **NCSG Crane & Heavy Haul** of Canada has acquired Drayton Valley/Calgary based Tucker Oilfield Hauling.
- **Jerry Welford** has joined **Manitowoc UK** as UK sales manager for Grove Cranes, he was previously with Falcon tower cranes.
- **SafeWorks** has appointed **Edwin Holtkamp** as international sales director for **Power Climber** and **Spider**.
- UK rental company **Ainscough Crane Hire** has ordered 12 new **Liebherr All Terrain** cranes.
- UK rental company **Morris Leslie** has taken delivery of 400 **Manitou** and **JCB** telehandlers.
- The **Metropolitan Police** in the UK has suspended its planned abnormal load restrictions for London.
- The MD of **Ramirent Norway**, **Bjørn Larsen** has left the company.
- **Trojan Battery** has appointed **Olís** as its master distributor for Iceland.
- GPS technology specialist **Trimble** has acquired **Load Systems International**.
- UK rental company **Prolift Access** has taken delivery of more **Niftylift** boom lifts.
- **Hertz** has withdrawn 2014 forecasts and delayed separation of Car and Equipment rental divisions.
- **Zigma Ground Solutions** has added **Pacific Alaska Lumber** to its distribution network.
- **Manitowoc** is opening a new training centre at its Crane Care facility in St Pierre de Chandieu, near Lyon.
- **Avant Tecno** has appointed **Raimo Ala-Korpi** as MD of its UK subsidiary.
- **Speedy** group finance director **Lynn Krige** is leaving the company.
- A new lifting related training company, **SWL Training** has been established in the UK by **Kevin Bennison**.
- UK-based **Facelift** has promoted operations director **Paul Standing** to managing director.
- **SafeWorks/Spider** has appointed **George Martin** as its Portland district sales representative.
- **Link Belt** has appointed **Greyson Meers** as director of quality.
- Canadian crane dealer **Strongco** has reported another challenging quarter of lower revenues and profits.
- Private equity firm **Evergreen** has acquired **SafeWorks/Spider** suspended platforms and **Power Climber**.
- Ex-**Mammoet Germany** general manager **Uwe Wenzel** has teamed up with **Riga Mainz**.
- **Essex Crane** has posted its half year results with losses continuing to grow.
- **Isoli** has formed a new subsidiary in Singapore to support operations in South East Asia.



Jerry Welford



Bjorn Larsen



Raimo Ala-Korpi



Uwe Wenzel

- The 'Rental' division of Brazilian-based **Mills** has reported record revenues but lower profits.
- **TNT Crane & Rigging** has acquired Canadian crane and transport group **Stampede /Eagle West**.
- Italian rental company **Nacanco** has appointed **Ramon Santamaria** of Hune as commercial director.
- **Wacker Neuson** has reported record first half results.
- **Outreach** has acquired launch and recovery systems manufacturer **Tech Safe Systems**.
- **Manbat** has acquired **PowerCell Industrial Battery Engineers** of Essex England.
- **Versalift UK** has appointed **Cameron Burnett** as its new managing director.
- **H&E Equipment Services** has reported a strong improvement in second quarter and half year profits.
- **Deutz** has announced the closure of its exchange engine plant in Ubersee, Germany.
- UK-based **Vp** has acquired the trackside equipment rental activity of **Balfour Beatty Rail**.
- **Sevcon** is planning to raise \$10 million in a new rights issue.
- **Liebherr** has appointed **Florian Rehkla** as manager of its tower crane sales and service branch in Munich.
- **IPAF** has restructured its international Mastclimbing Work Platform committee.
- **CTE** has added another 20 metre truck mounted lift variation – the **ZED 20.2 Easy**.
- **Speedy Hire** has appointed **Adrian Murphy** as CEO, **Tony Bennett** as corporate development officer, **Steve Giblin** as group health, safety, security director and **Ed Cowell** head of major accounts, environment and quality director.
- **Filip Cossaer** has left **Riwal** following the closure of **RiRent**.
- **Haulotte** has acquired a 50 percent stake in **Aclarlar Makine**'s new sales and service company.
- **Mateco** is opening a new depot at the **Scholpp Crane & Transport** facility in Stuttgart.
- **ZF** has opened a new facility in China after forming a joint venture with **YTO**.
- UK crane veteran **Barry Fry** - UK sales manager for **Grove** cranes - is retiring after 40 years in the industry.
- **Terex Utilities** is recalling 42 units of its TLM-series aerial devices installed on Ford F-550 trucks.
- **IPAF** has produced a good practice guide on managing aerial work platforms.
- **Terex** is relocating **Demag** overhead crane production to its upgraded facility in Oklahoma.
- **Ainscough** has opened a wind energy training centre in Falkirk, Scotland.
- **Roberto Ferramola** general manager of Italian aerial lift manufacturer **Airo** has announced his departure.



Ramon Santamaria



Cameron Burnett



Florian Rehkla



Filip Cossaer



Barry Fry



Roberto Ferramola

- **Liebherr's** maritime crane plant in Sunderland, UK has celebrated its 25th anniversary.
- Aluminium crane and lift manufacturer **Böcker** has acquired its French dealer **TOM Levege**.
- **Cargotec** has reversed its plan to list its **MacGregor** crane business on an Asian stock market.
- **FLG Services** has appointed **Tony Longmire** as technical director.
- **United Rentals** has reported second quarter revenues up 16% and lifted its full year forecast.
- New Zealand-based **TRT** has appointed **Phil Chadwick** as general manager Tidd crane Australia.
- German rental company **BKL** has appointed **Michael Findeiß** and **Franz Schwaiger** to its senior management team.
- **Ramirent** and **Zepplin Rental** have agreed a JV to bid on the Fehmarnbelt between Denmark and Germany.
- **Palfinger** has acquired 30% of **Hidro-Grubert** the Argentinian manufacturer of aerial lifts and loader cranes.
- **TNT Crane & Rigging** has acquired **Oklahoma Rent-A-Crane**.
- **Gunnebo** has opened a new production facility in Växjö, Sweden.
- **Manitowoc Crane** has appointed **Jon Warner** as its vice president of global marketing.
- **Paramount Platforms** has taken delivery of the first **Omme Lift 4200 RBDJ** hybrid spider lift in the UK.
- **Niftylift** has made it in to the UK's top 100 fastest growing exporters.
- Brazilian-based **Mills** has announced that **Sergio Kariya** will take over as group chief executive next January.
- US-based **Maxim Crane** has confirmed the appointment of **Bryan Carlisle** as chief executive.
- **Pierluigi Guarneri**, founder and owner of Italian rental group **Eurotecno** has passed away, age 50.
- **Faresin** has appointed **Chesterfield Australia** as its dealer for New South Wales & Queensland.
- **Eberhart Capital** has acquired access rental company **Contractor Sales & Service** of Des Moines, Iowa.
- German spider crane rental company **Heavydrive** has ordered two **Unic URW-1006** spider cranes.
- **Terex** is closing the **Demag** overhead crane plant in Luisenthal, Germany and move production to Slany, Czech Republic.
- **Terex Utilities** has added three new sales account managers - **Paul Beck**, **Josh Fawley** and **Ronnie Norris** - to its field sales team in North America.



Tony Longmire



Michael Findeiß



Franz Schwaiger



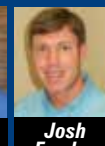
Jon Warner



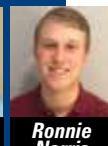
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UK & Ireland Top 30 rental companies

C&A

top 30

A year of improving fortunes

In the 12 months since our last survey of the UK and Ireland crane, access and telehandler rental markets, business has continued to pick up. Most companies are now feeling positive enough to step up the renewal and updating of their fleets, while many have started to expand them, albeit cautiously. Rates are also benefiting along with utilisation which bodes well for 2015. While most access and telehandler rental companies are building on decent results in 2013, it is only this year that crane hire companies have started to see the light, with progress now steady and picking up further as we head into the second half.

Our feedback this year suggests very little structural change in the industry, although there are clear signs of shifts taking place. In the access rental market almost all of the growth has come from new entrants with a substantial and surprising number of them heading towards fleets of 200 units and more. Meanwhile several of the longer established smaller companies have continued to expand towards the 500 unit level. At the same time the large general rental companies such as A-Plant, HSS and Speedy are stepping up their efforts in the access market.

The crane hire industry which is a very particular business, has seen little to no change, although once again there is more movement and growth from the small to middle companies than at the top. There is also rumblings of possible new investors entering the business which may or may not bring in some interesting developments. Meanwhile many smaller companies are investing in cranes with a difference, such as aluminium and spider cranes as well as mobile self-erectors.

When it comes to telehandlers the market is currently flourishing although we have not spotted any



www.vertikal.net. The most likely candidates are sent reminders and then followed up with telephone calls. Finally if all else failed or a company refuses to send anything we have estimated the fleet size, often speaking to those who are knowledgeable of the company concerned for a 'reality check'.

As always our aim is to keep the number of estimated fleets to less than five percent or a couple of companies per chart. This year we have again achieved that target in almost all areas. We are of course aware that while most companies do treat the exercise seriously, some cannot help but exaggerate or understate their fleets, depending on their strategy or mentality. When we spot one that is clearly wrong we do try and check it with their peers and may from time to time tweak the numbers via our own estimate. One thing that we know for sure is that some errors will creep in so we do ask readers to inform us of any discrepancies you might spot.

Finally and most importantly we would like to thank all of the companies that participated and who took the time to help and especially those that supported this survey as sponsors, in what we hope proves to be a very useful report.

earth shattering developments. It seems that much of the fleet expenditure at the moment is focused on upgrades to models with cleaner more efficient engines than anything else. While the market for ultra compact machines continues to do well, much of the investment this year appears to have been made on mainstream fixed frame models, possibly to the detriment of 360 degree units.

Methodology

As in previous years forms were sent out to every company that we felt might qualify as one of the 30 largest overall or niche fleets and those that have large machines. We also advertised the survey online at



TOP 30 Cranes

In what is usually a very static market it is encouraging to see that 56 percent of companies increased their fleet from last year, while only 17 percent decreased and 27 remained the same. Overall investment also

increased over 15 percent and a comparison of units bought vs. units sold indicates that 42 percent of investment was spent on replacing older machines while 58 percent went on increasing fleet sizes.

Looking at the mobile crane chart there were a few changes due to one or two companies now contributing fleet numbers which in previous year's had been estimated, but otherwise the market looks fairly static. Elsewhere a reshuffle in how we group our mini crane/spider crane/ pick and carry table has seen Hird, A Mini Crane and NRC Plant feature second, third and fourth respectively, while GGR remains comfortably on top with 199 units.



TOP 30 MOBILE CRANE HIRERS

Company	Total	ATs/RTs Trucks	Crawlers Over 12t	Crawlers Under 12t	Mobile Tower Cranes	Industrial Pick & Carry	Spider Cranes	
Ainscough	455	▼	441	4	0	3	7	0
Hewden	130	▲	130	0	0	0	0	0
King Lifting	87	▲	78	0	2	1	4	2
Emerson	76	▲	66	1	3	0	0	6
Select Plant	74	NEW ENTRY	24	46	4	0	0	0
Baldwins	70	▲	70	0	0	0	0	0
Bronzeshield	69	▼	62	0	0	5	0	2
Marsh Plant	62	—	62	0	0	0	0	0
Quinto	62	—	56	0	0	2	3	1
Emsley	60	▲	59	0	0	1	0	0
Mammoet	50	▲	48	2	0	0	0	0
John Sutch Cranes	45	▲	40	0	0	5	0	0
Southern Cranes	44	▲	41	0	0	2	1	0
City Lifting	43	—	16	1	5	17	0	4
Davies Crane Hire	41	▲	39	1	0	0	1	0
Sparrows	41	▲	27	0	8	1	0	5
Bob Francis	38	—	22	15	1	0	0	0
NMT Crane Hire	36	▼	33	0	0	3	0	0
Windhoist/McNally's	35	▼	29	6	0	0	0	0
Sarens UK	35	▲	16	19	0	0	0	0
Whyte Crane Hire	34	▼	34	0	0	0	0	0
William O'Brien	33	▲	33	0	0	0	0	0
Dewsbury & Proud	32	▲	29	0	1	0	0	2
Bryn Thomas	31	▲	24	0	1	4	2	0
Specialist Crane Hire	28	—	26	0	0	0	2	0
J Hewitt Crane Hire	27	▲	27	0	0	0	0	0
Crane Hire Ltd	26	▲	25	0	0	0	0	1
MacSalvors	26	—	26	0	0	0	0	0
Crowland Cranes	26	—	22	0	0	0	2	2
Kavanagh Crane Hire	25	▼	24	0	0	1	0	0
ABA Crane hire	23	▲	23	0	0	0	0	0
PP Engineering	20	NEW ENTRY	20	0	0	0	0	0
Global Port Services	19	—	18	1	0	0	0	0
Millenium Crane Hire	18	—	18	0	0	0	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

TOP CRAWLER CRANE HIRERS

Company	Total	Full Size	Under 12t
Weldex	112	110	2
NRC Plant	60	35	25
AGD Equipment	52	37	15
Select Plant	50	46	6
BPH Equipment	44	44	0
Delden	35	35	0
GH Johnson	31	30	1
Q-Plant	30	30	0
Sarens UK	19	19	0
Bob Francis	16	15	1
Windhoist/McNally's	6	6	0
City Lifting	6	1	5

MINI CRAWLERS / SPIDER CRANES / PICK & CARRY

Company	Total	Under 12t	Spider Crane	Pick & Carry
GGR Group	199	10	151	38
Hird	59	0	18	41
A Mini Crane Hire Co.	43	1	40	2
NRC Plant	25	25	0	0
TCA Lifting	25	2	20	3
Easi Uplifts	24	1	22	1
Coppard Plant	23	1	22	0
JT Cranes	15	0	15	0
Sparrows	13	8	5	0



LARGEST TOWER CRANES

Company	Capacity	Model	Units in fleet
Select Plant	1,650tm	Terex CTL 1600	2
HTC Plant	710tm	Wolff 700B	2
Falcon Crane Hire	410tm	Jaso J600	1
Bennetts Cranes	316tm	Jost JL316.16	3
London Tower Crane	316tm	Jost JL316.16	-
City Lifting	290tm	Comansa 21LC290	1
Mantis Cranes	130tm	Saez TLS65	2
Ladybird Cranes	88tm	Potain MCT 88	9



C&A

top 30

TOP 10 TOWER CRANE COMPANIES

Company	Total	Self Erectors	Top Slewlers
Select Plant	257	0	257
HTC Plant	246	0	246
Falcon Crane Hire	228	21	197
London Tower Crane	160	4	156
Mantis Cranes	107	92	15
City Lifting	99	14	85
Ladybird Cranes	75	49	26
Bennetts Cranes	65	0	65
Irish Cranes & Lifting	29	0	29
Sparrows	20	20	0

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LARGEST MOBILE CRANES

Company	Capacity (t)	Model
Sarens UK	1,200	Gottwald AK680/3
Mammoet	1,200	Liebherr LTM11200
William O'Brien	1,200	Liebherr LTM11200
Windhoist/McNally's	1,200	Liebherr LTM11200
ALE	1,200	Gottwald AK912
Global Port Services	1,000	Terex Demag TC2800-1
Baldwins	1,000	Liebherr LTM11000D
Ainscough	1,000	Liebherr LTM11000
Crane Hire Ltd	750	Liebherr 1750-9.1
Whyte Crane Hire	500	Liebherr LTM1500-8.1
Bronzeshield	500	Liebherr LTM1500-8.1
Bernard Hunter	500	Liebherr LTM1500-8.1
NMT Crane Hire	400	Terex Demag AC350
Davies Crane Hire	400	Tadano ATF400G-6
John Sutch Cranes	350	Liebherr LTM 1350-6.1
Kavanagh Crane Hire	350	Terex Demag AC350
King Lifting	350	Terex Demag AC350/6
HTC Plant	250	Terex AC250-1
City Lifting	220	Tadano ATF 220G-5
Crowland Cranes	220	Tadano ATF 220G-5
PP Engineering	220	Tadano ATF 220G-5
Horizon Crane Hire	220	Tadano ATF 220G-5
Quinto	220	Grove GMK5220
Southern Cranes	220	Grove GMK5220
Walsh Crane Hire	220	Liebherr LTM1220-5.2
Emsley	220	Liebherr LTM1220-5.1
Emerson	200	Liebherr LTM1200-5.1
Select Plant	200	Liebherr LTM1200-5.1
Sparrows	200	Terex-Demag AC200-1
Lifterz Cranes	200	Liebherr LTM1200-5.1
J Hewitt Crane Hire	180	Grove GMK5180
Bryn Thomas	160	Liebherr LTM1160-5.1
ABA Crane Hire	130	Terex Explorer 5600
Specialist Crane Hire	130	Liebherr LTM1130-5.1
Marsh Plant	130	Liebherr LTM1130-5.1
County Lifting	130	Liebherr LTM1130-5.1
MacSalvors	130	Grove GMK5130
Bob Francis	130	Grove GMK5130
Dewsbury & Proud	130	Grove GMK5130
Hewden	130	Tadano ATF130
Millenium Crane Hire	120	Terex Demag AC120-1
Raymond Crane Hire	100	Grove GMK4100L
Berry Cranes	100	Grove GMK4100L

CRANE COMPANIES & INVESTMENT

Company	Investment	Depots	Employees	Units Bought	Units Sold
Select Plant	£32,000,000	5	320	6	0
Weldex	£17,500,000	2	175	Not Disclosed	Not Disclosed
Ainscough	£14,000,000	29	1,060	4	0
Windhoist/McNally's	£10,000,000	6	375	Not Disclosed	Not Disclosed
Crane Hire Ltd	£9,000,000	2	45	4	0
King Lifting	£6,600,000	8	210	Not Disclosed	Not Disclosed
ALE	£6,000,000	2	150	2	0
Bronzeshield	£6,000,000	4	86	10	12
John Sutch Cranes	£4,000,000	2	95	8	8
HTC Plant	£4,000,000	3	388	7	1
NMT Crane Hire	£3,810,000	3	48	7	3
Southern Cranes	£3,500,000	4	82	8	5
NRC Plant	£2,800,000	1	32	4	2
City Lifting	£2,500,000	3	108	12	3
Marsh Plant	£2,300,000	6	105	6	6
GH Johnson	£2,000,000	1	20	6	3
County Lifting	£1,900,000	1	28	5	2
Davies Crane Hire	£1,800,000	4	50	3	1
Emerson	£1,600,000	3	135	12	0
Crane Hire Midlands	£1,600,000	4	44	6	2
GGR Group	£1,400,000	3	85	31	8
Specialist Hire Group	£1,190,000	3	42	2	2
Bryn Thomas	£1,100,000	4	56	6	4
Lifterz Cranes	£1,000,000	1	16	3	Not Disclosed
Berry Cranes	£1,000,000	1	15	2	0
AGD Equipment	£1,000,000	1	80	6	10
Mantis Cranes	£850,000	2	16	Not Disclosed	Not Disclosed
Hird	£780,000	3	65	9	0
Ladybird	£750,000	1	20	Not Disclosed	Not Disclosed
Kavanagh Crane Hire	£450,000	4	55	Not Disclosed	Not Disclosed
Dorset Crane Hire	£150,000	1	7	1	1
JT Crane Service	£150,000	1	13	3	2
J Hewitt Crane Hire	Not Disclosed	1	40	5	2
Mammoet	Not Disclosed	4	190	2	0
Emsley	Not Disclosed	2	65	4	1



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**TOP
30**

Cranes

continued



LARGEST CRAWLER CRANES

Company	Capacity(t)	Make & model	Units in fleet
Weldex	1,350	Liebherr LR 11350 + P Boom	3
Sarens UK	1,250	Terex CC6800	1
Windhoist/McNally's	1,200	Liebherr LTR 11200	2
Global Port Services	650	Terex CC3800	-
ALE	600	Terex CC2800-1	2
Ainscough	600	Terex CC2800	1
Mammoet	600	Liebherr LR1600	2
Select Plant	300	Liebherr LR1300SX	2
Delden	250	Fuwa QUY250	1
BPH Equipment	250	Kobelco CKE2500	-
GH Johnson	250	Kobelco CKE2500G	2
Q-Plant	180	Kobelco CKE1800	-
NRC Plant	120	Sumitomo SC1200	1
HTC Plant	120	Sumitomo SCX1200	1
AGD Equipment	120	IHI CCH1200	4
Emerson	100	Liebherr LTR1100	1
Bob Francis	100	Manitowoc 1000	1
City Lifting	95	Liebherr HS 85-3	-
Davies Crane Hire	60	Terex TCC60	-



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TOP 30

Access

Compared with the hustle and bustle of major acquisitions last year, 2014 seems very calm. That being said the average fleet investment increased 61 percent, while 74 percent of companies reported an increase in fleet size and only 18 percent reduced their fleet - nine percent remaining the same.

Most notably HSS is up 20 percent while Nationwide held its own in spite spending over



£28 million and taking delivery of 815 new machines. On the largest boom lift table new entry Kardon Kontracts jumped straight to the top having taken delivery of the first four 185ft JLG 1850SJs.

One of the new changes to this year's forms was to ask companies how many machines it had purchased and sold throughout the year. On average 35.2 percent was reported as a direct replacement, whilst 64.8 percent was expansion.

TOP VEHICLE MOUNTED FLEETS

Company	Total	Truck	Van
Access Hire Nationwide	533	39	494
Nationwide Platforms	509	272	237
Loxam	193	88	105
Easi Uplifts	111	33	78
Facelift	110	74	36
Smart Platform Rental	108	102	6
Orion Access	44	44	0
Warren Access	28	12	16
AFI	28	28	0
Manlift Hire	27	26	1
Blade Access	25	25	0
Elev8 Access Platforms	25	18	7
Outreach Access	20	16	4
Rapid Platforms	10	10	0
AA Access	9	9	0
LTC Powered Access	8	0	8

TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms	Scissors	Spider lifts	Push arrounds	Truck mounts	Van mounts	Trailer lifts
Nationwide Platforms	10,880	3,590	4,820	0	1,960	272	237	1
HSS Hire	8,396	2683	4,081	0	1,557	0	0	75
AFI	5,598	1,693	3,380	12	485	28	0	0
Vp Hire Station	2,800	0	0	0	2800	0	0	0
A-Plant	2,785	1056	1,368	0	339	0	0	22
Easi Uplifts	2,559	1,401	884	93	59	33	78	11
Speedy	2,501	0	900	0	1600	0	0	1
Kimberly	1,901	779	1,067	3	52	0	0	0
Loxam	1,602	605	795	9	0	88	105	0
Hewden	1,400	750	650	0	0	0	0	0
Charles Wilson	1,068	488	489	5	83	0	0	3
GT Access AA	1,036	304	665	22	34	1	0	10
JMS	925	NEW ENTRY	156	323	6	440	0	0
Plantfinder	810	250	350	10	200	0	0	0
Facelift AL	787	248	355	26	7	74	36	41
Elavation	760	246	408	4	102	0	0	0
Lifterz AL	757	235	368	11	141	1	0	1
Riwal UK	667	278	379	10	0	0	0	0
Horizon Platforms AA	610	126	432	0	51	0	0	1
Prolift Access AA	534	184	293	5	47	2	0	3
Access Hire Nationwide	533	0	0	0	0	39	494	0
Platform Sales & Hire AA	525	126	341	3	52	0	0	3
Highway Plant AL	445	150	250	5	25	0	0	15
London Tower Service AA	413	89	230	0	90	0	0	4
Mr Plant Hire AA	386	72	135	2	177	0	0	0
Smiths Equipment Hire	378	66	220	2	86	0	0	4
Mainline Access AL	360	NEW ENTRY	135	130	16	63	0	16
KDM Hire AA	358	95	224	7	22	3	0	7
Hird AL	347	116	213	5	12	0	0	1
Advanced Access AL	326	78	176	4	64	0	0	4
Aerial Platform Hire	315	120	175	10	5	0	0	5
Manlift Hire	308	158	110	7	3	26	1	3
Premier Platforms AA	291	95	187	0	6	2	0	1
1 Up Access AA	278	130	121	0	25	1	0	1
PAS (Powered Access Services)	275	NEW ENTRY	143	132	0	0	0	0
2 Cousins AL	268	82	176	6	3	0	0	1
GPT	260	125	125	0	0	0	0	10
UK Powered Access AA	235	NEW ENTRY	86	115	0	29	4	1
LTC Powered Access	231	NEW ENTRY	86	126	5	5	0	8
Sandhurst Access	230	NEW ENTRY	40	126	0	64	0	0
One Stop Hire	224	0	44	0	177	0	0	3
United Powered Access	190	NEW ENTRY	39	151	0	0	0	0
Brightcast Platforms AL	190	40	125	0	25	0	0	0
Higher Access	169	0	0	169	0	0	0	0
Bella Access	161	44	99	0	17	1	0	0
Mark1Hire	159	NEW ENTRY	49	83	0	7	0	20

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

AL - Access Link AA - Access Alliance



LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	Units in fleet
Blade Access	101m Palfinger WT1000	1
Easi Uplifts	88m Bronto S90HLA	3
Outreach Access	70m Palfinger WT700	1
Elev8 Access Platforms	70m Ruthmann T720	2
Nationwide Platforms	68m Bronto S70XDT	2
AA Access	68m Bronto S70XDT	3
Loxam	68m Bronto S70XDT	1
Facelift	59m Bronto S61XDT	2
Orion Access	59m Wumag WT610	1
Manlift Hire	54m Wumag WT560	1
AFI	51m Wumag WT530	1
Rapid Platforms	43m Wumag WT 450	1
RKP Access Platforms	32m Bronto 34MDT	-
Warren Access	31m Ruthmann T330	1
Bella Access	27m Ruthmann T290	1
Acrolift	25m Ruthmann 270T	1
Smart Platforms	24m Ruthmann T265	1
Premier Platforms	19m CTE Zed21JH	-
1 Up Access	19m Gemini 20.35	1
Lifterz	19m CTE Zed21JH	1
UK Powered Access	19m Gemini 20.35	4
Prolift Access	18m CTE Z20	1
GT Access	18m CTE Z20	1
KDM Hire	18m CTE Z20CH	3
Safe Access Solutions	18m Isoli PNT 205	2

LARGEST SCISSOR LIFTS

Company	Height & Model	Units in fleet
Nationwide Platforms	32m Liftlux SL320-25	2
HSS Hire	31.7m Holland Lift G-320	1
Riwal UK	31.7m Holland Lift G-320	5
AFI	31.7m Holland Lift G-320	5
Kimberly	26m Liftlux SL260-25	3
Aerial Platform Hire	26m Liftlux SL260-25	-
Mainline Access	26m Liftlux SL260-25	8
Easi Uplifts	24.5m Liftlux SL245-25	8
A-Plant	24m JLG 245/25	4
1 Up Access	22m Liftlux 195/12	1
Manlift Hire	21m Liftlux 2312	-
KDM Hire	20.5m Liftlux SL205 25	1
JMS	20.5m Liftlux 205/25	5
PAS (Powered Access Services)	20.5m Liftlux 205/25	5
Lifterz	20.5m PB 225-12	4
Horizon Platforms	20.5m PB 225-12E	1
Safe Access Solutions	18.2m MEC 6092RT	2
Platform Sales & Hire	16.5m Holland Lift 165	2
Hewden	16.5m Holland Lift 165	-
Charles Wilson	16m Genie GS5390	28
Plantfinder	16m JLG 180-12	-
Active Rentals	16m Genie GS5390	-
GPT	16m Genie GS5390	6
Loxam	16m Genie GS5390	73
Hird	16m Genie GS5390	6
Elavation	16m Genie GS5390	12
GT Access	16m Genie GS5390	6
LTC Powered Access	15.2m Skyjack 9250	6
Premier Platforms	15.2m Skyjack 9250	-
Facelift	15.2m Skyjack 9250	39
Brightcast Platforms	15.2m Skyjack 9250	-
Bella Access	15.2m Skyjack 9250	4
London Tower Service	15.2m Skyjack 9250	1
Rapid Platforms	15.2m Skyjack 9250	1
Huntley Plant	15.2m Skyjack 9250	6
Advanced Access	15.2m Skyjack 9250	2
Orion Access	15.2m Skyjack 9250	1
Prolift Access	15.2m Skyjack 9250	16
United Powered Access	15.2m Skyjack 9250	30

LARGEST SPIDER LIFTS

Company	Height & Model	Units in fleet
Easi Uplifts	50m Skako Lift FS 520C	1
TCA Lifting	50m Palazzani XTJ52	1
Paramount Platforms	42m Omme 4200RBDJ	1
Higher Access	37.5m Teupen 40GTX	1
Facelift	35m World Lift FS370	1
Avon Access	35m Omme 3700RBDJ	1
Riwal UK	34m Teupen Leo36GT	4
Elev8 Access Platforms	34m Teupen Leo36GT	1
Manlift Hire	32m Palazzani TSJ34	3
Orion Access	32m Palazzani TSJ34	1
Lifterz	28m Teupen Leo30GT	3
Acrolift	28m Teupen Leo30GT	1
Kimberly	28m Teupen Leo30GT	1
Rapid Platforms	28m Teupen Leo30GT	1
Highway Plant	28m Omme 3000	-
JMS	22m Bluelift C22hybrid	1
GT Access	21m Hinowa LL23/12	2
Loxam	21m Hinowa 23.12	4
AFI	21m Teupen Leo23GT	1
Hird	21m Hinowa 23.12	1
Advanced Access	21m Teupen Leo23GT	1
KDM Hire	21m Hinowa 23.12	2
Plantfinder	21m Hinowa 23.12	-



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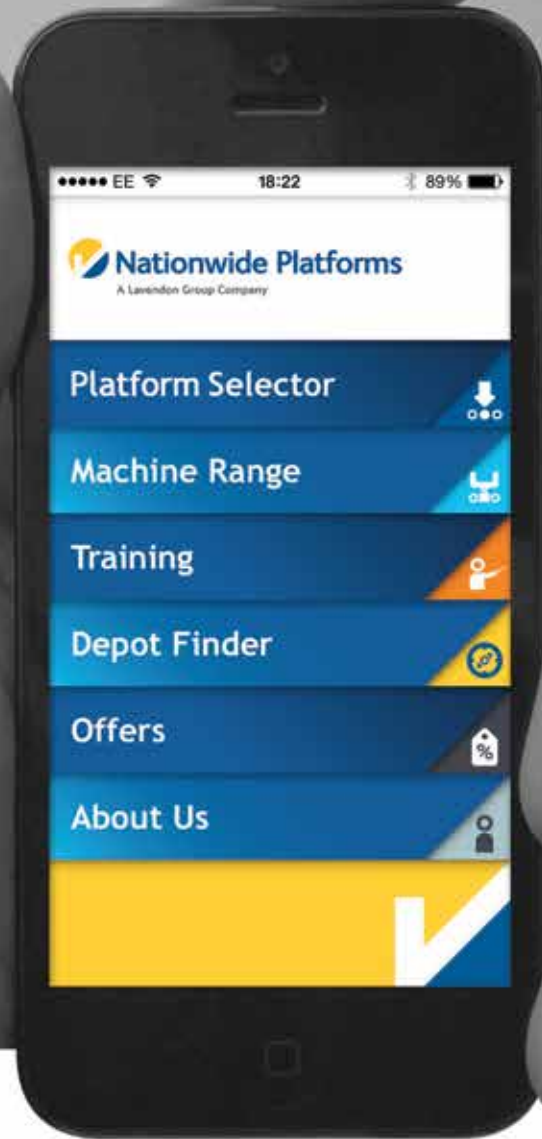
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LARGEST BOOM LIFTS

Company	Height & Model	Units in fleet
Kardon Kontracts	56m JLG 1850SJ	4
Nationwide Platforms	46m JLG 150HAX	1
Rival UK	46m JLG 1500SJP	3
Easi Uplifts	46m JLG 1500SJ	3
AFI	46m JLG 1500SJ	2
KDM Hire	41m Genie Z135/70	1
1 Up Access	41m Genie Z135/70	2
Charles Wilson	41m Genie Z135/70	9
Kimberly	41m Genie Z135/70	25
TCA Lifting	41m Genie Z135/70	-
JMS	41m Genie Z135/70	3
Mainline Access	41m Genie Z135/70	12
PAS (Powered Access Services)	41m Genie Z135/70	2
Hewden	41m Genie Z135/70	-
A-Plant	41m JLG 1350SJP	4
Plantfinder	41m JLG 1350SJP	-
Aerial Platform Hire	41m JLG 1350SJ	-
HSS Hire	41m Haulotte H43TPX	4
Loxam	41m Genie Z135/70	7
Active Rentals	38m Genie S125	-
GPT	38m Genie S125	-
Elavation	38m JLG1250	2
GT Access	26m Nifty HR28	4
Southern Cranes & Access	26m Genie S85	2
Advanced Access	26m Genie S85	1
UK Powered Access	26m Genie S85	1
Premier Platforms	26m JLG 860SJ	-
LTC Powered Access	26m JLG 860SJ	6
Facelift	24m Haulotte HA260PX	6
Lifterz	24m Genie Z80/60	-
Hird	24m Genie Z80/60	6
Manlift Hire	24m JLG 800AJ	10
Platform Sales & Hire	24m JLG 800AJ	2
Brightcast Platforms	24m JLG 800AJ	-
2 Cousins	24m JLG 800AJ	4
Prolift Access	24m JLG 800AJ	6
Orion Access	21m Haulotte HA23TPX	2
Horizon Platforms	20m JLG 660SJ	3
Bella Access	19.8m Genie S65	3
Mr Plant Hire	19m Nifty HR21	7
London Tower Service	19m Nifty HR21	18
Rapid Platforms	19m Nifty HR21	7
Smiths Equipment Hire	19m Nifty HR21	12
United Powered Access	19m Nifty HR21	10

COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees	Units bought	Units sold
Nationwide Platforms	£28,584,475	26	530	815	1284
HSS Hire	£27,820,000	250	2900	1919	45
A-Plant	£10,056,060	131	2500	565	n/d
GT Access	£7,070,000	5	55	363	53
Loxam	£6,590,000	11	92	209	117
Rival UK	£5,350,000	4	32	100	55
Charles Wilson	£5,070,000	15	235	212	53
United Powered Access	£4,200,000	1	6	190	0
JMS	£3,600,000	3	58	304	6
Facelift	£3,243,000	6	148	108	n/d
Access Hire Nationwide	£2,960,000	1	19	64	53
Prolift Access	£2,744,645	3	42	162	3
Platform Sales & Hire	£2,600,000	2	42	n/d	190
Elavation	£2,400,000	3	26	n/d	n/d
1 Up Access	£2,300,000	2	22	64	n/d
Lifterz	£1,645,000	3	52	108	16
Higher Access	£1,634,000	2	27	67	1
UK Powered Access	£1,560,000	3	34	75	25
Premier Platforms	£1,502,000	2	15	87	n/d
Outreach Access	£1,500,000	2	13	9	0
Kardon Kontracts	£1,500,000	1	2	7	29
Elev8 Access Platforms	£1,308,000	2	20	5	0
Safe Access Solutions	£1,224,500	3	14	107	0
Vp Hire Station	£1,200,000	8	75	500	200
LTC Powered Access	£1,200,000	2	14	41	0
Hird	£1,120,000	3	65	61	1
PAS (Powered Access Services)	£1,120,000	2	18	32	25
London Tower Service	£1,000,000	1	12	22	34
Advanced Access	£970,000	2	15	66	24
Sandhurst Access	£881,000	5	40	73	n/d
2 Cousins	£867,200	1	12	31	15
Smiths Equipment Hire	£820,715	10	114	91	28
Mr Plant Hire	£803,000	2	48	77	12
Orion Access	£745,000	2	54	16	6
Mark1Hire	£472,357	3	53	31	21
One Stop Hire	£195,000	9	81	53	5
Southern Cranes & Access	£165,000	4	82	5	22
Rapid Platforms	£155,000	1	39	12	6
Warren Access	£150,000	2	12	3	0
Manlift Hire	£100,000	3	12	10	10
Acrolift	£100,000	1	4	2	2



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TOP 30



Telehandlers

While getting input from the small to medium sized telehandler companies continues to prove difficult, what is encouraging to see is that nearly all of the companies that participated reported an increase in fleet size with only a handful remaining the same or decreasing. A look at this year's top 10 companies reveals a 36 percent increase in fleet sizes from last year. Investment has also jumped 55 percent from £67.75 last year to £105.1 million this year. A-Plant crept ahead of UK Forks into second place, while Charles Wilson past last year's new comer Morris Leslie to take the fifth spot. Nixon also climbed eight places to finish 10th

this year after purchasing 203 new machines.

Looking at the fleet breakdown - the number of compact telehandlers increased five percent after several years of strong growth, while the mainstream fixed frame telehandler fleet is up 24.5 percent. 360 degree telehandlers fell 28.5 percent however this is because Jarvie Plant dropped out of the top ten. Had it remained there would have been a three percent increase.

This year we included a section for heavy duty telehandlers. It is early days yet but we are hopeful in the coming years this will yield some interesting results.



TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	Largest fixed	360°	Largest 360°	Compact	Heavy duty	Main brand	Depots	Employees	Investment	Units bought	Units sold
Fork Rent	2,750 ▲	2,400	20m	0	n/a	350	0	JCB	4	100	£37,500,000	n/d	n/d
A-Plant	1,676 ▲	1,469	18m	0	n/a	207	0	JCB	131	2,500	£14,602,485	360	n/d
UK Forks	1,450 ▲	1,275	20m	25	25m	150	0	JCB	6	110	£7,000,000	n/d	n/d
Hewden	1,100 ▲	900	17m	0	n/a	200	0	CAT	29	850	n/d	n/d	n/d
Charles Wilson	721 ▲	721	18m	0	n/a	0	0	JCB	15	235	£10,000,000	280	54
Morris Leslie	700 ▲	590	18m	0	n/a	100	10	JCB/Manitou	9	225	£22,080,000	410	185
Hessle	572 ▲	477	18m	20	30m	40	35	Manitou	4	45	£4,500,000	n/d	n/d
Hawk	360 ▲	350	17m	0	n/a	10	0	JCB	6	100	n/d	65	10
B&T Plant Hire	310 <small>NEW ENTRY</small>	268	20m	0	n/a	42	0	JCB	2	28	n/d	64	12
Nixon Hire	295 ▲	295	17m	0	n/a	0	0	JCB	13	360	£9,500,000	203	40
HE Services	270 —	250	17m	0	n/a	20	0	JCB	11	140	n/d	n/d	n/d
Jarvie Plant	260 —	200	20m	20	30m	40	0	Manitou	6	140	n/d	n/d	n/d
Plant Hire UK	250 —	250	20m	0	n/a	0	0	JCB	1	n/d	n/d	n/d	n/d
Selwood	235 —	185	17m	0	n/a	50	0	Merlo	29	420	n/d	n/d	n/d
Lynch Plant	221 ▼	180	18m	6	26m	35	0	JCB	3	465	n/d	n/d	n/d
One Call	215 ▲	165	17m	0	n/a	0	50	JCB	8	90	n/d	50	25
Greenwood Hire	200 —	115	10m	75	25m	10	0	Merlo	4	n/d	n/d	n/d	n/d
GPT	195 —	170	17m	25	21m	0	0	Manitou	10	100	n/d	n/d	n/d
Huntley Plant	165 ▲	135	18m	15	30m	8	7	JCB/Manitou	2	18	n/d	n/d	n/d
AFC	150 —	150	17m	0	n/a	0	0	JLG/JCB/Genie	1	20	n/d	n/d	n/d
Easi UpLifts	119 ▲	72	18m	21	30m	26	0	Manitou	14	200	n/d	n/d	n/d
MJ Hire	100 —	85	18m	0	n/a	15	0	Manitou/JCB	12	150	n/d	20	n/d
Emmitt Plant	99 ▲	80	17m	9	16m	10	0	JCB	9	25	n/d	n/d	n/d
W H Bond	61 <small>NEW ENTRY</small>	52	18m	0	n/a	9	0	Manitou	1	15	£2,000,000	55	47
Mainline	50 <small>NEW ENTRY</small>	30	17m	0	n/a	20	0	Bobcat	n/d	n/d	n/d	n/d	n/d

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same
n/a Non applicable n/d Not disclosed

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Has the spider crane come of age?

C&A

spider cranes

In features over recent years we have marvelled at the spider crane's design and technical ability and then surmised its poor popularity was down to the general lack of end-user awareness of its capabilities. However, talking to several of the leading manufacturers and rental companies it would appear that the spider crane is finally beginning to break through into the mainstream European rental market.

The breakthrough does depend on which country you live in, as it is of course helped by the increased availability of the equipment as well as the realisation that its small size belies some decent lifting capacities. The spidercrane can often provide the solution to a challenging lifting problem by being able to get close to the lift rather than using a much larger crane standing some distance off. They may also reduce site disruption and road closures as well as being more cost and time effective. However while applications such as glass installation and curtain walling, especially working from upper floors are now well developed, their use in general construction sector is also beginning to take off.

On page 39 we take a look at UK-based JT Crane Services which has a sizeable spider crane rental fleet and for the past 18 months has offered contract lifting as part of its expanding range of lifting services. Running its contract lifting division is Stuart Smith who has years of experience with mobile crane rentals, but until joining JT Crane Services, was a spider crane novice. "When I joined JT Cranes I saw pictures of a job I had priced at my previous company," he says. "We had just purchased a 350 tonne All Terrain and because it was the only one in the area, we were confident that it was the only crane able to do the job, and being local our price was very competitive. Imagine my surprise when I discovered that JT Cranes' six tonne Unic 706



Always strong in glass installation, spider cranes are becoming more popular in the general construction sector



A Reedyk C3412 Compactcrane working in a very tight space

Being narrow the spider crane can track to its set-up area



spider had carried out the work. The company had won the contract by being able to track the spider through a service tunnel and then using another mini crane, lifted it onto a roof to carry out the lift at a few metres radius. Our 350 tonner would have been positioned in the road and had to lift over the main buildings. Since joining JT Cranes I have a much greater appreciation for what the spider crane can do, and always look to see if a contract can be carried with them, which can

often result in time and cost savings as well as reduce site congestion. A couple of years ago I would not have looked twice at a spider crane, now I think they are brilliant."

An increasing number of end users are coming to the same conclusion, as are some experienced crane rental companies looking to find more cost effective ways of carrying out lifts, just as some are adopting aluminium trailer and truck mounted cranes to carry out certain lifts more cost effectively.

Japanese dominance

Two Japanese manufacturers - Unic and Maeda - account for the vast majority of spider crane sales around the world. Unic has a wide range with capacities from one to 10 tonnes while Maeda builds models from one to 3.83 tonnes, although it is rumoured that the company is developing a six tonne model to compete with the increasingly popular Unic URW-706. While there are several other spider crane manufacturers in Europe and Japan none come close in size of the market coverage to the two majors. The spider crane concept originated in Japan and has been around for more than 30 years although the idea did not arrive in Europe until the late 1990s when Kranlyft, the Kato dealer at the time, became the master dealer for Maeda and began to import them and promote the concept. In Japan there were four main manufacturers at one time - Maeda, Unic, Tadano and Toaha (now R&B Engineering). Tadano produced and sold mini cranes up until 2006 and they are not exported so now just three remain. Maeda has been dominant producer and claims to have around 65 percent of the home market. However in Europe Unic appears to have an equal share with Maeda and both must account for about 90 percent of the total global sales.

Over the past three years or so R&B Engineering - which trades under the Mighty Crane brand - has been making moves to promote its cranes outside of Japan by appointing dealers in North America and Europe however sales are still very modest. In 2011 it CE marked



Variable leg positions enable this spider crane to set up and complete the lift



A Hoefflon C605 helping install glass in a house extension

two cranes - the 2.8 tonne CR285D and the significantly larger CR335D which is rated at 2.98 tonnes. Later that year it appointed the German operation of France Elevateur as its sole distributor in Europe. In 2012 it appointed an agent for the USA - Kumu International Sales based in Idaho - to develop full product support. R&B is descended from the original spider crane pioneer, Toah, and is now owned by Sakamoto Sangyo, a major Kobelco distributor in Japan, which has significant rental operations both domestically and overseas.

Italian company Jekko/IMAI has also been in the market since 2006 and has rejigged its range introducing several new models at Bauma and Conexpo. These include its largest crane to date - the 7.5 tonne, 17.7 metre lift height SPX 1275 - as well as the 1,200kg capacity SPX 312 and its smallest SPB209 with a capacity of 900kg. Of the seven model range the five smallest have spider-type outriggers with the two largest - the four tonne SPX1040 and the 7.5 tonne SPX 1275 - having a cruciform-type traditional outriggers.

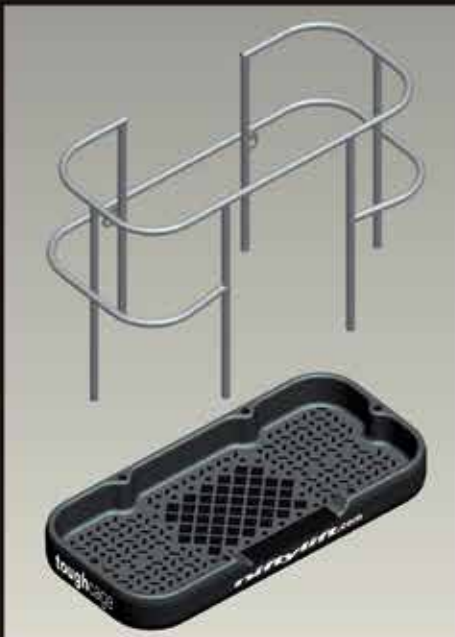
The Japanese products are ideal for rental applications, in that they are easy to use even by inexperienced operators. They also include most features seen on larger mobile cranes, such as a full safe load indicators, remote controls and slew limiters. They are powered by a variety of fuels including petrol, diesel, LPG and AC electric. Some rental companies told us that they could be improved by using some of the thinking going into All Terrain development such as easy removable counterweights and



A Jekko crane with jib erecting an indoor stage



Two Maeda MC-305s installing a large panel



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other ways to reduce machine weight allowing easier access over sensitive floors or in smaller elevators.

Double Dutch

The two Dutch manufacturers - Hoeflon and Reedyk - along with Italian company Kegiom manufacture mini cranes with variable, in and out and side-to-side outrigger positioning which allows the outriggers to be extended asymmetrically for the best fit. These cranes are more specialist machines and are finding a niche particularly where spider cranes cannot set-up. Jekko falls somewhere between the two concepts depending on the model. Given the growing interest and acceptance of the spider/mini crane it is not surprising that all manufacturers are pushing to expand, particularly in Europe, the Middle East, North America and Australia. Both Hoeflon and Reedyk have recently appointed UK dealers - JT Crane Services and Promax Access respectively. Promax says it has seen a lot of interest in the 4.25 tonne capacity Reedyk C3412 - launched at Vertikal Days - which

can handle 135kg at a 19.5 metre radius.

Promax's Shaun Day says that the Reedyk's infinitely variable outrigger positioning technology is a winner. "The outrigger positions are completely variable and not pre-determined by the manufacturer with a limited selection, so the machine can be driven into any location and the outriggers extended to where they best fit. The machine then automatically restricts the load chart to suit the specific set up," he said. "This allows the crane to be set up in the more inaccessible places, while providing the maximum working envelope over each individual stabiliser position. The C3412 is also compact, being only 2.9 metres long and 966mm wide and thanks to the articulated boom configuration it can extend vertically within its own footprint. It can also pick and carry a full tonne, has hybrid power and a maximum reach of 22.5 metres."

"The Japanese cranes do a great job where they can be set up," said Day, "but there is room for the specialist compact crane for the job when nothing else can do it."



A Maeda with vacuum lifter installing glass panels



The spider crane's ability to get close means it is an invaluable lifting tool

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Still eager to grow

UK-based GGR has consistently been one of the UK rental industry's top performers winning awards for both the company performance and for one of its founders, managing director Gill Riley. Mark Darwin visited its Buckinghamshire offices to find out more...

In these days of hi-tech websites, online promotion and social media, GGR Lifting Solutions - which uses them all - still has a printed catalogue and it is huge. More than 300 pages are crammed full of all types of lifting equipment, including vacuum lifters, robots and overhang beams and all manner of lifting solutions, some powered access equipment, hand cups, trolleys and A-frames, trailer cranes, pick and carry cranes, spider cranes along with a range of services such as training.

In less than 20 years the brother and sister combination of Graeme and Gill Riley has formed and grown the company that now boasts revenues approaching £20 million and has expanded to the point where it needs to move its southern headquarters to larger premises, again.

The land for its growth has been found locally (a 5.6 acre site not far from the current facility - it also has operations in Manchester and Glasgow) and it is in the final stages



Gill Riley

of negotiations to purchase the land and start building. If all progresses smoothly it could be all up and running by next summer. This is a very short time-scale but reflects the speed and determination of the Rileys who are constantly driving the company forward. During my tour of the Long Crendon facility it was clear to see what a slick, well-run and organised company it is, with all staff - from junior to senior - both knowledgeable and keen.

Humble beginnings

All this is a long way from its



A Unic URW-506 and Hydraulica 1000 lifter working on a rooftop

humble beginnings in 1995 when the pair started the rental business in Rochdale, Greater Manchester with a fleet of just four glass lifting machines.

"My father had a UK agency to maintain glass cutting tables and specialist glass washers," said Riley. "Both Graeme and I would attend exhibitions with him and this

is how we became more familiar with the industry. Over time we both noticed that the methods used to lift and install architectural glass were changing, so we pooled £5,000 between us and decided to try to rent and sell vacuum lifters. We went to the USA to find products and were able to put a small vacuum lifter fleet together as



A URW-376 at the Chelsea Flower Show



A spider crane on a barge to help with lock gate replacement

well as offering training as demand for the product and on-site safety increased."

The next stage was the addition of robots to install glass panels, the first was the Robotic Articulated Lifting Frame (RALF) in 1998 followed a year later by EMU (Ergonomic Manipulating Unit) - an innovative machine with a multi-rotational head able to glaze a building from the inside out when cranes or scaffolding is impractical. Riley found a company to manufacture the EMUs to its own designs and the range now consists of several different types with capacities from 300kg to 1,000kg. However it was the spider crane that probably had the greatest impact on the company.

Spotting the spiders

"It was at SED in 2001 that we first saw a spider crane (a Maeda) and immediately we could see its potential, initially in the glass installation sector," she said. "Over a period of time we purchased 10 as they were the only spider cranes available in the UK at that time. Always looking for cheaper and better alternatives we started to talk to Furukawa Unic in Japan. Unic did not want to supply the European market because of the effort to achieve CE compliance, but we said that we would sort that out and signed up as the UK distributor. With sales increasing this was expanded to being master dealer for the whole of Europe and the company grew from there. It is quite surreal when you think of how it started and where we are today."

Today GGR supplies new and rental spider cranes through a network of dealers in 27 countries across Europe. It sold its first crane in 2003 and three years later celebrated its 200th unit sold. Today it has more than 150 Unic cranes in its rental fleet and last year sold its 1,000th unit. All new spider cranes are



CPCS A66
training on a
pick and carry
crane

still brought into its Long Crendon facility where they undergo CE compliance checks - including the installation of a safe load indicator - before being shipped to customers via its dealer network.

GGR has also worked closely with the UK's Construction Plant Competency Schemes body (CPCS) and the CPA to develop the first industry-recognised qualification for mini crane operation - the A66 training course - GGR's CPCS qualified trainers provide training and testing at its training centres in Thame and Manchester.

Cranes in stock

The combination of the tsunami disaster of 2004, the economic downturn and the Tohoku earthquake has meant that many Japanese companies have struggled with production which added to the current upturn in demand is causing delivery times to become excessive. GGR aims to keep a large 'buffer' stock of Unic cranes on hand to overcome this. "We generally have a good stock of machines, this means that we can provide fast delivery, however there is a currently a shortage of the larger Unic cranes which have up to six months lead time due to their popularity," said Riley.

Further expansion

Not content to 'rest on its laurels' GGR has added yet more product lines to broaden its range adding Paus aluminium trailer cranes and Geko glass handling robots in 2006. In 2007 it made it into the Sunday Times top 100 fastest growing

companies which measures annual percentage growth over three years with a 59 percent increase as sales climbed from £1.9 million in 2003/4 to £7.9 million in 2006/7. A year later it made it onto the Top 100 list again, having posted an annual growth of almost 54 percent with revenues of £12.8 million. In 2008 it was appointed as the Galizia pick & carry crane distributor for the UK. "Galizia is a young fresh company with great ideas and this fits in perfectly with our business philosophy," said Riley.

This year expects to achieve revenues of almost £20 million - a mixture of sales and rental. GGR now trades under seven brand names - Unic Cranes Europe, GGR Glass, GGR Galizia, GGR AirLift, GGR Cladding, GGR Rail and GGR Gulf.

New crawler crane?

GGR is in advanced discussions about designing and producing a small tracked pick & carry crane with an eastern manufacturer in the near future. "We are getting more and more involved in the industrial market and currently have 25 pick and carry cranes in our fleet. Following customer demand we are looking seriously at the tracked pick and carry crane sector with a view to developing a new range. We have a few eight tonne Giraf Track 805 machines which have been out permanently on hire jobs and we plan to purchase more," she said.

Looking forward

"I think in general the industry has another two to five good years and long may it continue. We are going



Working on
Kings Cross
platform, London



A Galizia F200E pick and
carry crane inside a factory

into so many different markets at the moment - Cross Rail is massive for us - and the range of equipment means that we work across many sectors. Powered access is an area of potential growth but at the moment we only supply existing customers and generally cross-hire the equipment. However we are looking to invest ourselves and may add some platforms to the fleet in the near future."



An older RALF
(Robotic Articulated
Lifting Frame) robot



One of the GGR
transport trucks



An MCC805 mini
crawler crane at
a substation



"The MLC650 and MLC300 will be game changers in the crawler crane market."

Joe Vaccarello, MAXIM Crane Works

"The VPC technology is going to set a new standard in Ground Bearing Pressure standards and expectations."

Paul Belcher, Mountain Crane Service

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Rick Mikut, ALL Erection & Crane Rental Corp.

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Manitowoc

In spite of the increase in awareness and sales of the spider cranes, there are still only a handful of manufacturers producing dedicated spider cranes, although this is gradually increasing as their popularity grows. The following chart highlights some of the model available.

Manufacturer	Production base	Models	Capacity	Max hook height	Crane weight	Max working radius
Cormidi	Italy	GKB19-4	0.995t @ 4.2m	14.6m	2,700kg	9.5m
Cormidi	Italy	GKB22-4	0.995t @ 4.2m	17.0m	2,900kg	9.5m
Hoeflon	Holland	C05	620kg @ 1.0m	4.6m	620kg no ballast 980kg with	4.0m
Hoeflon	Holland	C4 without jib	1,950kg @2.0m	9.5m	1,740kg	8.0m
Hoeflon	Holland	C6	2,950kg @ 2.0m	11.5m	2,100kg - 2,640kg with cwt	10.0m
Hoeflon	Holland	C10	3,750kg @ 2.7m	16.5m	3,450kg - 4,900 w/cwt & jib	14.0m
Jekko	Italy	SPB209CP	900kg @ 2.0m	7.5m	1,450kg	6.5m
Jekko	Italy	SPX312CP	1,200kg @ 2.0m	10.7m	1,800kg	9.5m
Jekko	Italy	SPD360CDH	1,800kg @ 1.5m	13.0m	2,300kg	10.5m
Jekko	Italy	SPX424CDH	2,400kg @ 1.0m	13.5m	2,300kg	10.5m
Jekko	Italy	SPX527CDH	2,700kg @ 1.0m	17.5m	3,600kg	11.0m
Jekko	Italy	SPX1040CDH	4,000kg @ 2.0m	23.5m	5,600kg	13.2m
Jekko	Italy	SPX1275CDH	7,500kg @ 1.0m	26.7m	6,800kg	16.2m
Kegiom	Italy	200 E3 Spider	1,600kg @1.26m	8.0m	1,000kg	6.2m
Kegiom	Italy	350 E4 Spider	2,050kg @1.9m	10.0	1,380kg	8.0m
Kegiom	Italy	4000 E3 Spider	1,830kg @ 2.0m	13.5m	2,200kg	11.5m
Maeda	Japan	MC104CER	0.995t @ 1.1m	5.5m	1,050kg	5.1m
Maeda	Japan	MC 174CRM	1.72t @1.0m	5.5m	1,290kg	5.5m
Maeda	Japan	MC 285C-2	2.82t @1.4m	8.7m	1,960kg	8.21m
Maeda	Japan	MC 305-2	2.98t @2.5m	12.52m	3,900kg	12.16m
Maeda	Japan	MC 405	3.83t @2.7m	16.8m	5,600kg	16.0m
R&B	Japan	CR 174G	1.7t @ 1.2m	5.3m	1,170kg	5.06m
R&B	Japan	CR 23GL	2.3t @ 1.0m	7.3m	1,570kg	7.25m
R&B	Japan	CR285D	2.8t @ 1.5m	8.7m	1,750kg	8.5m
R&B	Japan	CR335D	2.98t @2.5m	12.55m	3,760kg	12.18m
Reedyk	Holland	C3410	3.84t @ 2.0m	16.0m	5,900kg	13.7m
Reedyk	Holland	C3412	4.25t @ 2.0m	21.5m	6,750kg	19.5m
Riebsamen	Germany	Type 260	1.82t @ 1.4m	6.0m	1,330kg	5.8m
Riebsamen	Germany	Type 380	2.3 t @ 1.5m	8.0m	1,600kg	6.0m
Riebsamen	Germany	Type 510	2.9t @ 1.7m	10.0m	2,900kg	6.75m
Unic	Japan	UR-W094C	0.995t @ 1.5m	5.6m	1,000kg	5.17m
Unic	Japan	UR-W295C	2.93t @1.4m	8.8m	1,850kg	8.41m
Unic	Japan	UR-W376C	3.03t @2.5m	14.9m	3,860kg	14.9m
Unic	Japan	UR-W546C	4.05t @2.5m	16.0m	4,920kg	15.52m
Unic	Japan	UR-W706C	6.05t @3.0m	19.5m	7,980kg	18.6m
Unic	Japan	UR-W1006C	10.14t @ 3.0m	22.8m	13,800kg	21.93m

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Working on new ideas

Over the past few years, Bedfordshire-based J T Cranes Services has steadily expanded its range of services and is now looking to grow further. The family company - formed in 1981 by John Taylor - is now run by son and daughter Russ and Julie, who have steered the company from roadside repair and servicing into a business that encompasses accident recovery with major repairs/rebuilds, routine servicing, testing, test weight and spider crane rental and most recently, contract lifting.

This year it was a first time exhibitor at Vertikal Days where it highlighted its UK distributorship for Hoefflon mini cranes and tracked carriers, as well as promoting its contract lifting division, launched just over a year ago.

JT Cranes is also adding more spider cranes to its rental fleet, following an initial investment in 12 Unic spider cranes in 2007. Now it is looking to replace a few of the older units, while expanding the fleet to 14 spider cranes, with the addition of three 2.9 tonne Unic URW-295s. JT Cranes also has two small Kato city type mobile cranes with 7.5 and 10 tonne capacity.

Unic or Maeda?

"We looked long and hard at 'easy to use' rental equipment in the three tonne capacity sector - for us that essentially meant the Unic 295 or the Maeda 285," said Julie Marshall. "While we really like the

larger capacity Maeda machines, the 285 is slightly wider at 750mm compared to the Unic's 600mm. The Unic also has a small advantage in capacity and lift height. When we look to replace and expand the larger capacity spider cranes, we will look at the Maeda product but because of the size advantage and the fact that we are geared up with transport trailers etc we will stick with Unic for the smaller units."

New pick & carry solution

"We don't have any pick & carry cranes in our fleet at the moment, but the spider crane combined with the Hoefflon tracked carriers is the perfect modern replacement for a traditional pick & carry crane," said Russ Taylor. "Both the spider and platform are very portable and can track over rough terrain. We are experiencing huge demand for the tracked carrier - it is the ideal solution to loading/unloading, moving equipment as well as moving materials needed for the spider to lift."

J T Cranes is already working on a larger capacity tracked crawler to his own design, as well as developing a range of accessories to allow the unit to self-unload, different carrier options, extendible tracks and possibly removable power packs. The carrier is also able to tow and development work is being done to allow them to be used in tandem or multiple units using one remote control allowing much larger and heavier items to be carried extending their use even further.



J T Cranes has two small Kato city-type cranes - a 7.5 tonne and a 10 tonne capacity - in its fleet



J T Cranes showing off its small tracked carrier at Vertikal Days

"There is huge potential with these carriers, we currently have six in the fleet and will probably double this number by the end of the year," he adds. "Hopefully when we exhibit at next year's Vertikal Days we will be able to show a new 1.4 metre wide unit with a capacity of three to four tonnes."

Contract lifting

About a year ago, JT Cranes decided to form a new CPA Contract Lift service taking on three experienced crane rental personnel from local mobile crane rental company PCH. Headed up by Stuart Smith with Darren Lee and Mark Weston, the division uses both the spider crane fleet and larger mobiles - all cross hired - to offer the most cost effective solution to a lifting problem, managing the whole lifting operation from start to finish.

Like so many conventional crane people, Smith was oblivious to the benefits of the spider crane.



Stuart Smith



A three tonne capacity Unic URW 376 on a car park at Welwyn Garden City

It was only when he realised that his previous company was beaten to a major lift by one of JT Crane's Unic 706s over his 350 tonne All Terrain that he started to appreciate their benefits. "It is the ability of the spider crane to get close to the lift that gives it its main advantage," he said. "The 706 was able to track through service tunnels and was then lifted onto an internal roof to carry out the lift which was clearly

preferable to the large crane set up in the road and lifting over the roof of the main building. I now check every lift to see if it can be carried out with a spider crane - I am truly converted!"



Spiders can be used for a wide variety of lifting tasks - here it is installing a chimney

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When the UK Health & Safety Executive started to apply pressure on tree companies to use aerial work platforms around 10 years ago, there were many (particularly the older more experienced climbers) who took issue with the policy. They argued that climbing the tree to carry out the work was quicker and safer because access platforms were not designed to cope with the intricacies of tree work and difficult to get into the heart of the tree. Perhaps 10 years ago the climbers may have had a point? Truck mounted platforms with 4x4 capability were few and far between and those that were available were very expensive. Truck mounted lifts on standard road chassis did not have the capability to work in areas other than on solid ground near a road or driveway and struggled to reach more remote areas.

The spider lifts were still relatively new, with only a handful of manufacturers to choose from and although the platform heights available were more than adequate, the high purchase and rental cost caused many to choose platforms that were really too small for the job (often 12 metre units). This resulted in a number of accidents caused by setting up the platform under the work area rather than off to the side and out of the way, resulting in cut tree limbs falling into the basket and onto the machine.

Over the years the average working heights chosen by arborists has increased through 15 and 18 metres, with some using platforms of 22 metres and above. However with the majority of arborists using 4x4 pick-ups and a two axle trailer,

the combined weight of the platform and trailer needs to be around 2,700kg, which tends to limit users to spider lifts of 18 to 19 metres.

The use of powered access for tree trimming and cutting is now relatively commonplace, at least on commercial contracts, primarily driven by Health & Safety compliance by the main contractor/clients. On domestic tree work however, which is much less strictly regulated and more cost driven, their usage is a good deal less common. However according to Adam Watmough of Watmough's Forestry based just outside Melton Mowbray in Leicestershire, the use of a spider lift to carry out a contract is both quicker and cheaper, compared to climbing the tree.

"We have owned an 18 metre Platform Basket 18.75 for five



Watmough's Forestry Platform Basket 18.75



Climbing is still done but platforms are generally quicker and safer

years and it is so much quicker and cheaper than using guys to climb," says Watmough. "The main advantage is speed - we might take half a day to complete the contract whereas without the platform it can take two days. Less time and less men allows us to offer a much lower price even after allowing charging for the platform."

"Some climbers say they feel safer when working from the tree but most prefer the platform," he adds. "On a recent contract with a load of climbers, I set up the platform so that I could reach six trees within its outreach, and with one relocate completed trimming 12 trees when the best and fastest of the climbers had only completed three!"

This would seem to counter the argument that a climber is quicker at the start of a contract but may slow down if the job lasts for several

days due to fatigue. It has also been said that the use of platforms helps older tree workers continue working when too old to climb - however it would appear that a platform used by an experienced operator - both young and old - is just simply quicker. Safety, of course, is down to the individual, common sense and training, however all things being equal, the platform is almost certainly safer as well.

As they are not specifically designed for tree work most platforms can benefit from some application oriented modifications, such as additional protection to prevent damage from falling branches. Spanish manufacturer Mecaplus produces an automatic self-levelling platform specifically designed for tree work which has plenty of protection with all hoses fully covered to avoid damage. On other platforms engines, hoses and levers are all susceptible and a careless moment dropping a branch onto an engine can be catastrophic.



Watmough's new Unimog with chipper and a spider rented from Higher Access

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Make sure the platform has enough working height for the job

"One guy I saw dropped a large branch which hit and ripped off the fuel line of a petrol powered platform. Petrol, a hot engine and lots of cut wood and brush created a raging fire almost instantly. Although thankfully I was able to extinguish the fire, you have to be so careful to ensure that logs and branches are dropped away from the platform."

Watmough's Forestry is a six man company that has invested in the equipment needed to carry out a wide range of work throughout its 10 year existence. As well as the Platform Basket spider lift, it has two custom-built Hi-Lux 4x4s, a Landrover 130 with custom tipper, two Timberwolf 190 chippers and it has just invested in a 2150 Unimog with TP250 chipper on the rear and a Dücker flail (verge mower) with seven metre reach on the front.

"We carry out a lot of power line clearance work for utility companies and this keeps us very busy throughout the year," he says. "The spider lift is ideal for this type of work as utilities prefer access equipment to be used, as it is quicker and safer. The bird nesting season is officially from March until August, when it is recommended that vegetation works – tree or hedge cutting – should not be carried out. Power line work during this period can still be carried out as it has an exemption due to the high risk caused by trees affecting the power lines. When we first purchased the machine we were using it all the time as we were doing a lot of work as part of a five year plan to reduce the impact of trees on power lines. When not in use we rent the platform out, but

always with an operator which ensures it is used correctly and looked after. The Platform Basket is an excellent machine and if there have been any issues, dealer Promax has been brilliant and has always sorted it out for us, even coming out on a Sunday to fix a problem."

While a number of different platforms are used for tree work, the spider lift has a number of features that arborists find useful. Because of the need to access remote trees and travel over rough terrain a longer track length both reduces ground pressure and helps reduce the break-over effect when travelling over poor terrain as well as when reaching the top of a loading ramp or incline. In



Spiders are ideal at tracking over rough terrain to get to the workplace

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A view from the basket

travel mode, narrow spiders can be quite unstable, so extending tracks increases stability and some can also raise the chassis to give greater ground clearance.

"When tracking to a site where there is a possibility of the machine toppling over to the side, we always travel with the outriggers partially extended so that if it did start to tip the legs would stop it from going over completely," says Watmough. "A high and a low speed travel speed is also useful as there are many contracts when we have to track a good distance with the machine to reach the work area."

"The platform load monitoring system is better located well away

from the basket - on the Platform Basket machine this is on the main lift cylinder - to avoid unintentional damage when operating in and around trees etc. And finally options such as a single person basket, safety partition panel for use during chain saw works are useful as is platform rotation and a good basket capacity. The essence of tree work is to go up and throw down - so protection is vital to avoid expensive damage. I have made some minor modifications to our lift and have also made suggestions to the dealer in the hope that future platforms will have the modifications included."

Watmough found there was a problem with the lower control

levers fouling on branches when the machine slewed, breaking them off. To protect them and cure the problem he fabricated and installed a tube frame.

"Some machines have protection on the top of the outrigger cylinders and also on the chassis to protect from falling branches. Sensor malfunction can be a problem particularly with a lot of sawdust present when working with the chain saws. Every time we come back from a contract the machine is carefully inspected and cleaned including checking and making sure the sensors are working correctly."

"I may be tempted to add a larger spider lift in the future, but perhaps not yet as most of the power lines in the areas we cover have been cleared under the five year plan and will not require a lot of work for a year or two," he adds. "Even so we will still be busy with power line clearance. For the local utility companies it is much easier to spend £17 million a year on tree work than say putting the lines underground."

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is difficult for us as we will not cut corners - having trained arborists, the proper equipment and full tree insurance (not landscape which is much cheaper) - our quotes are often undercut by local companies just happy to win the work by not using the safest of methods. So we tend to focus on commercial work and win all of our work now by word of mouth which is a great recommendation of the standards we achieve."



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The hazards of working with trees

A common quip among crane rental companies is “lift hot tubs and trees at your peril” with a good number of them avoiding this type of work at all costs. You don’t need to look too far to find just cause for such an attitude. The website www.vertikal.net is littered with examples of cranes that have overturned while helping remove trees from the backyards of homes.

While it is true that the majority appear to have occurred in North America and Australia, plenty of examples can be found throughout Europe. The difference in numbers may simply be due to Europe’s greater population density leaving fewer homes with large trees in their gardens?

There are generally two reasons for cranes overturning while working with trees, one is ground conditions - usually due to the crane operator setting up on a domestic driveway, lawn or over a septic tank or drain. As the crane takes the weight of a chunk of tree the ground gives way under the outriggers and over goes the crane, with its boom usually landing on the roof of the house.

The second is simple overloading, including dynamic overloading (shock loading) which appears to be equally as common. The crane is rigged to a section of tree, which is then cut free and falls or slips

away from the remaining tree trunk and proves heavier than expected. It may also swing out increasing the planned radius - add in a little dynamic loading and the outcome is very predictable. The net effect is that the crane is seriously overloaded and overturns.

The fact is that assessing the weight of tree wood is rarely taken seriously enough. For example, the weight of a growing tree can almost double from its dormant state or when dead. The variety of tree can also make a massive difference with the density of a live oak tree can be three times that of some trees and yet half that of some heavy pines. The calculation formulae provided by specialists are not exactly the simplest of equations, especially for those with an aversion to mathematics.

We also wonder how often those cutting the tree are tempted to go for increasingly longer sections



If possible have the arborists remove limbs before taking the trunk

as they move down the trunk and the cutting gets tougher? The combination of longer, larger diameter pieces can catch even a prepared crane operator out, especially if he cannot see the tree as it gets lower. Sitting out front of the house, he has to rely on the tree surgeon’s staff to provide signals and information. Applications such as this are a perfect example of how remote controls can allow the operator to keep a close eye on what is going on. Alternatively he needs a bright and trustworthy

assistant and should to be able to estimate the weight of a timber.



Shock loading can also cause problems



Typically when lifting a tree goes wrong the house catches it



Setting up on uncertain domestic grade ground is a common cause for overturning



Another idea is use a crane small enough to get close to the tree

Weight calculation

One calculation is to work out the trees volume using $\pi r^2 \times \text{length}$. This is done by measuring the diameter of the tree trunk at chest height, then half it to give the radius, square this and multiply the result by Pi ($\pi = 3.14$). Multiply this number (the area of the trunk) by the length of tree being lifted to get its volume and then depending on the density you can get a rough idea of the weight. The diameter can be calculated by measuring the circumference at chest height and dividing by $\pi(3.14)$.

So for example a one metre diameter tree has a radius of 0.5 metre so $0.5 \times 0.5 = 0.25 \times 3.14 \times 1 = 0.785$ gives one cubic metre then check a tree density chart and

multiply by the length. No one said it would be easy!

Given that from a lifting point of view it is always best to over-estimate the weight, we would recommend a much simpler calculation by taking the diameter of the tree and assume it is square rather than round. This means that a one metre length of a one metre diameter truck is roughly a cubic metre - much easier. Compare this to the calculation above when assuming the tree is a circle and it over-estimates by almost 30 percent - a useful margin of safety.

It should be noted that the total branchwood of a tree can be as heavy or even heavier than the trunk so make adequate allowance if the tree is not fully trimmed before

lifting – it is heavier than you think. Charts are available giving the density and weight of different trees by the cubic metre and reveal some surprising figures. A cubic metre of green oak for example weighs roughly one tonne a cubic metre. Beech and ash are surprisingly heavier, being in the region of 1.25 to 1.28 tonnes, while some pines can be almost two tonnes a cubic metre. With this single piece of information an operator can quickly calculate the rough weight of the larger tree parts he is being asked to lift.

Given that most trees that require a crane will have a trunk with a diameter of between 500mm and a metre a rough rule of thumb is to

allow 500kg per metre for trunks up to 500mm, and 2,000kg a metre for larger trunks up to a metre in diameter. This rough rule of thumb includes a reasonable margin for error, always helpful when working with trees. Once the operator has calculated the radius and boom length required for the job it allows him to inform the arborists the maximum length of tree trunk he is prepared to handle. And finally do build in plenty of extra margin for error – or you can always leave the job to those who like to ‘sail by the seat of their pants’.

The UK’s HSE publishes some very useful information on tree work <http://www.hse.gov.uk/treework/>



Estimate the cubic size of the log then allow up to two tonnes a cubic metre – then limit the length of the sections to suit the crane

Wood (dry)	kg/cu.m
Apple	660 - 830
Ash, black	540
Ash, white	670
Aspen	420
Balsa	170
Bamboo	300 - 400
Birch (British)	670
Cedar, red	380
Cypress	510
Douglas Fir	530
Ebony	960 - 1120
Elm (English)	600
Larch	590
Lignum Vitae	1280 - 1370
Mahogany (African)	495 - 850
Maple	755
Oak	590 - 930
Pine (Canadian)	350 - 560
Pine (Red)	370 - 660
Redwood (American)	450
Redwood (European)	510
Spruce (Canadian)	450
Spruce (Sitka)	450
Sycamore	590
Teak	630 - 720
Willow	420

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Special vehicle mounted lifts

The truck mounted lift was almost certainly the original type of powered access equipment, dating back to the tower wagons of the 1920s or earlier, and can be found in every country, even where powered access has yet to make an impact. Their design has been driven by demand from utility companies, fire departments and local authorities for lighting and tree trimming applications before being adopted by rental companies for more general working at height. But for as long as they have existed there have been owners and operators wanting to modify or create one-offs able to carry out a specific task rather than buying an 'off the shelf' solution.

What constitutes a special vehicle mounted lift? Well for this feature we will look at lifts that are either a variation on an accepted and long-run machine or truly unique. With modern manufacturing and set up costs, not to mention the engineering and testing resources, larger manufacturers will generally require at least a short production run for a product to be economically viable. However there are companies that will literally design and build one machine.

Companies such as France-Elevateur and Custers are good examples of manufacturers able and willing to build one-offs, but other companies including Time Versalift, XTrux/Comet, Cumberland Platforms and most companies that specialise in mounting platforms on chassis



Street lighting maintenance – 1929 Swedish style



The Custers Taurus 265-12.5E offers a working height of up to 12.5m



An early London bus mounted platform carrying out overhead cable repairs

are also capable. Time Versalift says it generally needs a production run of around 50 units before it starts designing but this will vary from manufacturer to manufacturer.

À la Française

A good example would be to start with a machine shown by Flavigny Sur Moselle based France-Elevateur at Apex earlier this year. The 105 PTO/2 was one of seven sold to Kummeler + Matter designed and built to work on the overhead catenary power lines of the Swiss tram system. With a 10 metre working height, the main fully rotational large platform (almost the length and width of the truck) is raised by a vertical telescopic mast - not dissimilar to the old tower wagons - and has two additional baskets mounted on either side of the platform on slewing telescopic jibs providing an amazing array of work positions for up to five people. The truck - a Mercedes Econic - can also be driven from the platform, allowing work to be carried out much quicker and without a separate driver. The truck itself which is full of electronic wizardry costs over €300,000 and so the whole unit needs to be ideally suited to the task to be cost effective.

The 105 PTO/2 is itself a special variation of France-Elevateur's PTO - Plateforme, Telescopique,

Orientable (telescopic rotating platform) - truck mount which has a large scissor like platform mounted on the top of a two or three axle truck with custom body. France-Elevateur also offers an articulated main mast version as well as many other specialist vehicle mounted access lifts for railways and live line working.

Founded in 1984 as Ibis Van with eight staff the company has had an interesting development expanding through acquisition and organic growth. First acquisition was International Ibis after it filed for bankruptcy. By 1987 the brand Eurelev Lift France was created with products bearing the France



France-Elevateur 105 PTO/2 designed for overhead catenary power lines of the Swiss tram system

specialist vehicle mounts **C&A**

Van Lift name. Over the next few years growth was steady with factory space increasing from 1,200 to 3,600 square metres with production up to 120 machines a year. By 1998 this had increased to 5,400 square metres and 150 machines, the company was then chosen by France Telecom to supply a new 10 metre working height, one person boom lift.

By 2001 production had climbed to 400 machines a year and it was a supplier to SNCF - the French national rail company - providing lifts to maintain overhead catenary lines. The rail business increased in 2004 with the opening of a 900 square metre production facility for the 4'AXE road/rail maintenance vehicle. Two years later it acquired French company Thouvenot Lift and created the current holding company MT Trading. Long-term supply contracts with EDF followed together with further expansion. Today annual production is 600 machines and with the take-over of CTE France (it has an 80 percent stake) it is also involved in the distribution of CTE, Paus and Unic mini cranes.

Over the past year the company has produced many new specialist products, the latest in live line work is the 17 metre 172 TBI with 135 degree 33 kV insulated jib allowing live line working with hot sticks, insulated gloves or bare hand. Mounted on a 4x4 hydrostatic chassis it can work on live lines up to 225 kV and 400 kW and is ANSI/SIA 92.2 category A equivalent. Developed in partnership with SERECT the first unit was sold to RTE following two and a half years development and testing.

The insulated boom is made from

a fibreglass tube covered with silicone forming fins which is said to improve external dielectric qualities when raining. To maintain its internal dielectric qualities, booms are sealed against particle penetration and filled with a low pressure inert gas monitored by pressure switches. Internal humidity is dried and checked inside sealed bowls.

Another example is the truck mount delivered to the Fréjus tunnel between France and Italy. Delivered to SFRTF - the company that runs and maintains the 13 kilometre long tunnel - the platform is mounted on a 10 tonne Renault truck and features a sigma type lift mechanism with an eight metre working height, 500kg platform capacity and 1.5 metres of lateral extension. Power sources include both engine and battery electric, which is used for working inside the tunnel. The unit can travel at speeds of up to five kph with the platform in the elevated position and can level up to 15 percent end to end and five percent side to side. It also features an enclosed workshop and chassis mounted storage boxes.

A Dutch perspective

The other major European manufacturer of specialist, tailor-made access equipment is Netherlands-based Custers Hydraulica. As well as powered



France-Elevateur's Fréjus tunnel platform with 8m working height and 500kg platform capacity

access platforms the company also provides access solutions in the aviation sector.

Custers is a very old company dating back more than 100 years to 1901. From its earliest days until the 1960s it was a steel and construction company. However in 1962 it entered into an agreement with Unicom in Weert which resulted in the production of its first truck mounted platform.

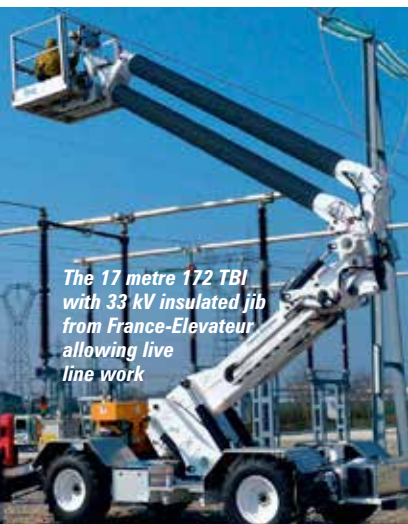
The next 18 years saw a period of being part of various groups starting in 1977 when it became

The smallest Custers – a 10 metre tracked boom lift



part of SGB, which was acquired by Mowlem. During the 1980s it expanded its platform range to include trailer mounted lifts. During that time Custers acquired the MEC distribution for Europe, further expanding its access range. Also around this time it started to manufacture aluminium scaffold towers, a business which has grown enormously. By 1995 Custers had moved back into private hands through an MBO. Its main facility in Venray, Holland was officially opened in 1999 and manufactures powered platforms and aluminium scaffolds.

Custers has an extensive range of truck mounted platforms from 12 to 26 metres as well as a 10 metre tracked boom lift. Largest is the recently added Taurus 330-26, a special truck mount designed for the City of Maastricht for tree trimming work. Mounted on a two axle truck that requires a Type C licence, it has a 26 metre working height, 330kg platform capacity, 380 degrees slew and an outreach of 20 metres. All cables and cylinders are routed internally in the four section boom to protect them from damage



The 17 metre 172 TBI with 33 kV insulated jib from France-Elevateur allowing live line work



A truck mounted scissor platform from Custers



A Custers hybrid truck mount

particularly with tree trimming work. Stabilisers can deploy within the vehicle width or extend.

The company also offers a scissor lift mounted on a 3.5 tonne chassis, with working height, platform capacity and dimensions made to suit the customer's needs. Whatever the size, the truck mounted platform offers rapid movement between operations. Platforms on larger chassis are also offered.

Another 'special' is a work platform oil truck fitted with reservoirs for three different types of oil for aircraft refuelling/lubrication. The system not only supplies each oil speedily and safely but a system developed by Custers also registers the amount of oil dispensed.

If an all-electric truck mount is needed then Custers has the 12 metre Taurus 265-12.5E which uses the Smiths Electric Vehicle Newton truck with lithium power pack to power both chassis and boom. The lift offers an outreach of 7.5 metres and 265kg platform capacity. Total GVW is 10 tonnes and the practical driving range around 100km between charges - enough to carry out jobs within cities.

Danish practicality

Companies that mount booms onto the customer's choice of chassis are also in a very good position to offer 'customised' platforms but most prefer to design and built specialist lifts for the market in general and not for a single client. As mentioned earlier Denmark-based Time

International looks for volumes of around 50 units before it starts to design new platforms, even though it has a wide range of the more unusual machines. An increasing number of manufacturers offer aerial lifts on lightweight chassis, including small vans, trucks and 4x4 pickups. While these

are generally not 'one-offs' they are often short run items. Time International certainly believes in the future of this market. Its new 24 metre VTX-240, mounted on a 3.5 tonne Mercedes Sprinter chassis is aimed at the rental market with two, three stage telescopic booms and a flexible knuckle joint giving 11 metres up and over reach and 12.5 metres outreach. Its latest Mercedes van mount, the ETLO-30-130-F, has a total weight of three tonnes leaving 500kg payload for tools or cargo. This platform can also be driven from the platform with the help of a video screen on the control panel.

At the smaller end of the range Time mounts a 12.1 metre boom with 90 degree jib on the Isuzu D Max 4x4 pickup truck or the VW Amarok. Using the Time Quick Shift system - which allows different attachments to be mounted in the pickup bed - the company offers a nine, 11 or 14 metre platform and a compact furniture lift from Böcker with 200 degrees of slew, allowing it to be set up with the pickup parked parallel to the building. Neither attachment requires outriggers. As it manufactures all the products in house Time is also able to offer full customisation including tool cabinets and storage boxes with its Smartbox lightweight sandwich construction.

Italian flair

An Italian company with new, more unusual access products is Comet and its design arm XTruX Special Equipment. General truck mounted equipment includes tipper bodies, cranes with attachments and demountable bodies. Access equipment includes road/rail platforms, a range of transverse mounted articulated platforms on open or covered pickups and on the back of a tractor.

Two new platforms include the X Trailer - a very compact articulated lift mounted on a single axle trailer - and the Solar which mounts a large rotating platform on the back of a 3.5 tonne chassis with 12 metre working height and 400kg capacity.

The above is just a small glimpse in the specialist vehicle mounted market. Finding the right access solution for a specific



XTRUX which carries out the development work (Co.me.t the sales) has several unusual platforms including this compact trailer unit with just under 12m working height, 4.5m outreach and 200kg.



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

job can be very difficult. However there are plenty of companies out there that are geared up to supply the unusual in small numbers. Everything is possibleit is just a matter of agreeing the price.

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



Time van mount being driven from the basket



A Custers 17 metre platform specifically for tree trimming



A 38 metre Terex Utilities insulated boom from Cumberland Platforms

40 years in access

Dinolift is celebrating its 40th anniversary in business this year with the festivities culminating in a major event at its main production plant in Loimaa in late August.

The celebrations ran over two days and welcomed its external partners - distributors and major accounts - to see the factory, hear about the company's plans for the future along with a clear statement of its principles for doing business. It wasn't all work of course - the highlight of the evening was an excellent meal and some world class entertainment. In summary a stunning yet warm and friendly presentation from a relatively small team in global terms.

40 years in powered access is something to shout about. 40 years ago in 1974 John Grove had just renamed his fledgling aerial work platform business as JLG - some three years on from unveiling his first lift. Genie was more than a decade away from moving into the mainstream powered access business and Wally Johnson was still trying to get his Flying Carpet working reliably at Upright. Outside of the USA Skyjack was not even a glint in the eye and Wolf Haessler and Pinguell Haulotte was just a crane company.

Meanwhile in Loimaa a small town in south central Finland, a good two hour drive through forested countryside from Helsinki, Mauno Kurppa, the owner of Kurppan Konepaja produced the first Dino lift having purchased the basic designs from his business partners Pentti and Matti Ala-Nissilä the year before. He had spent the year refining and modifying the design



before launching the new lift - the Dino 55 - followed by the Dino 75. More trolley mounted boom lifts than trailer mounts they

spawned a thriving access business for the small company. Growth was steady over the years as production expanded, but a major change occurred in 1997 when the business was purchased by Lars-Petter (Lasse) Godenhielm and Aboa Venture and the company name changed to Dinolift. Godenhielm expanded the business and began to invest in the facilities and in new models. In 2005 Godenhielm took over Aboa's 25 percent stake in the business becoming sole owner. Sadly Godenhielm passed away in 2011 and today the company is owned by his daughters Karin and Eva while managing director Petri Paavolainen also owns a minority stake in the business.

While the pace of development certainly picked up it was always careful and measured with products carefully tested, checked and rechecked before launch. At the same time any move into a new sector such as spider lifts or fully self-propelled booms has not been rushed or hurried, with the company seeming to prefer to make sure that



Visitors entered by an honour guard of Dinolift booms

The Dinolift plant in Loimaa



it has a product that is both 'bullet proof' and highly appreciated by its distribution partners and major customers prior to fully committing to the new sector. This caution has paid off well in the way the company and its products are regarded in its customer's eyes. All those we have spoken to cannot praise it highly enough. Today the company has an 18 model line-up covering trailer lifts, tracked spider lifts, self-drive semi self-propelled booms and a well-respected fully self-propelled boom lift. It employs almost 140 in total with 92 of them based in Loimaa. The company also has a small fabrication operation nearby.

Unlike many companies of a similar size, Dino is unusual in that it manufactures a high percentage of the end machine including all fabrications, a good deal of machined parts and most hydraulic cylinders. While the company currently sells most of its products in Europe it already covers 40 countries and is looking to expand into new markets. Total production over the past few years has run

between 700 and 1,000 machines, but it has the capacity to increase this and says that it will continue invest in doing so.

In a joint presentation by chairman Karin Nars and Petri Paavolainen the two restated and formalised the company's guiding principles:

1. Always be totally consistently open and trustworthy with distributors, customers and staff with open and clear communication.
2. To make no compromises whatsoever on safety whether that be in machine, design and build or with employees in the workplace
3. To strive to be totally customer focused at all times

Paavolainen also promised to make the company one that focused on doing things - albeit with good planning and organisation - rather than getting bogged down in creating endless policies, discussions and politics. He also said that while the company will strive to be totally open it will still look to have a few surprises up its sleeve, in the area of new products with some new additions already planned for 2015.



The first Dino work platform



Karin Nars and Petri Paavolainen welcome guests and state the company principles

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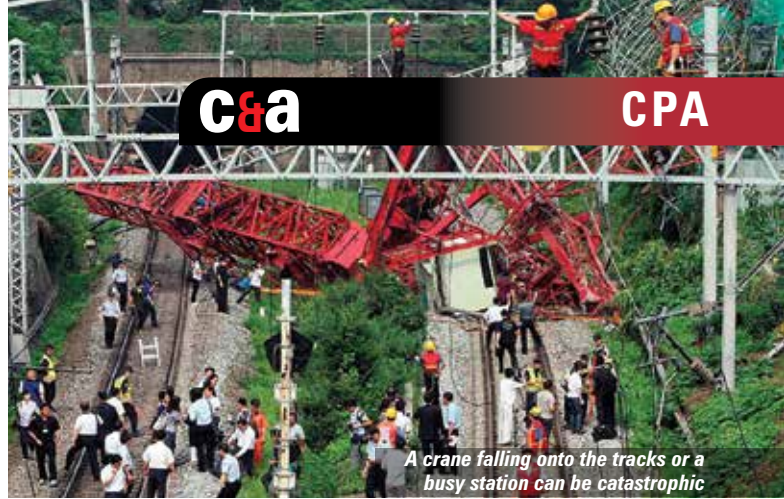
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A crane falling onto the tracks or a busy station can be catastrophic

Tower cranes and railways do mix

The UK-based Construction Plant-hire Association (CPA) has published a new Good Practice Guide entitled 'Requirements for Tower Cranes alongside Railways Controlled by Network Rail'.



The guide suggests a number of measures to introduce back up protection to prevent a falling crane landing on the tracks

The new guide has been prepared to provide clarity about over-sailing of Network Rail infrastructure by tower cranes due to the inherent risks to Network Rail operations, personnel and the travelling public.

An Introduction to the Guidance

Lifting operations by their very nature involve risk. The starting point for the reduction of risk should always begin with consideration of the need to carry out lifting operations, or whether other less hazardous, techniques can be used. Being temporary structures, tower cranes have the potential to present a risk to railways during erection, climbing, use, maintenance and dismantling. It goes without saying that if the crane or its load falls onto the track a catastrophic accident may well result. It is therefore essential that best practice is followed to eliminate or reduce this risk.

Where it is necessary to carry out lifting operations over or adjacent to a live railway, Network Rail infrastructure or railway public areas, Network Rail must be consulted at the earliest stage of

planning. It will then determine the measures required, which may well include a railway possession and, if appropriate, isolation - ie closure of the track - for which the lead time will be considerable.

Requirements

Network Rail says that the following requirements must be adhered to when tower cranes are erected and used alongside its tracks or other installations. Network Rail must be consulted by the user of the crane in all circumstances where the tower crane and its load can collapse within four metres of a railway asset or property boundary. A requirement in the guidance is to position the crane behind a building or other suitable obstacle in order to prevent it falling on to the tracks or station etc.

Other subjects covered in the guidance include guying - where mast guys must be used (two required to provide redundancy) - or a second mast/tower if this is approved and agreed with the crane contractor.

Also, all 'lifts' should be made in the direction away from the railway

so that in the event of a collapse the crane and load cannot fall within four metres of an operational railway boundary. A secondary tower - an erected tower crane with a secondary tower tied in to the tower of the tower crane at a height - would prevent the crane and load falling onto Network Rail's operational boundary if the crane collapsed at the tie level.

Another recommendation if possible is tying the cranes to an adjacent robust structure such as a building, at a height that would prevent the crane and load falling onto the tracks if the crane collapsed at the tie level.

If none of the above mentioned options are possible Network Rail has suggested a number of other safety measures which can be found in the best practice guide.

This guidance is recommended to all contractors, crane hire companies and operators - it can be downloaded free of charge from the



CPA Website by following the link www.cpa.uk.net/news-events/httpwwwcpauknettower-crane-interest-group-tcig/

The guidance has been produced with the assistance of the Tower Crane Interest Group, CPA and Network Rail.

The future of rental in construction

The CPA is organising a conference entitled 'The Future of Construction Plant Hire' on the 23rd October at Wyboston Lakes Conference Centre, near St Neots, Cambridgeshire.

The purpose of the conference is to discuss equipment related issues in the UK with the aim to understand and influence the future of the construction equipment rental market. Speakers will include Philip White - HSE chief inspector of construction 2009 to 2013 and interim chief inspector until 2015. John Carroll the HS2 construction and logistics deputy, who will speak about planning and expectations for equipment suppliers on the High Speed rail link. Steve Hesketh of MGF who will chair a panel discussion on Building Information

Modelling and its impact on hire and Tim Watson who will talk about the latest work on ground conditions for construction equipment.

Other subjects include: How the industry can address a skills shortage, developments such as autonomous machines, safety and health issues such as operator competence, and public health including emissions and road transport.

The event is being promoted to major contractor groups as well as CPA members and other bodies in construction. Attendance is open to anyone with an interest in, or influence over the procurement of construction equipment.

You can register on the CPA website www.cpa.uk.net/conference

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(L-R) Alan Johnson of ALLMI presenting the award to Mark Smithson

Operator of the Year

Mark Smithson of Mark Smithson Transport has been presented with the ALLMI Operator of the Year trophy, following his success in this year's competition at Vertikal Days.

"It feels great to have won the award in what was an extremely close fought competition, involving some very good operators," said Smithson. "The prize includes a free ALLMI course of our choice and we look forward to taking advantage of this, which will further increase our knowledge and awareness of all lorry loader related activities. As for the £250 prize money, I would like to donate this to 'Help for Heroes', which is a very worthy cause."

Jon Kenyon, the ALLMI instructor

who trained Smithson, also received a cash prize of £100, which he donated to Cancer Research UK. He said: "I trained Mark back in 2012, prior to my employment with ALLMI. He's an extremely good operator and so it came as no great surprise to see him finish in first place. The cornerstone of the ALLMI scheme is the safe and efficient use of lorry loaders and the competition is designed to prove that operating in this way produces the very best results."

ALLMI/Balfour Beatty update

Further to a recently held meeting, a joint statement has been prepared by ALLMI and Balfour Beatty Construction Services UK.

"Further to previous discussions and the reports provided at recent ALLMI meetings, we are pleased to confirm that on Tuesday 17th June a meeting took place in London between representatives of ALLMI and Balfour Beatty Construction Services UK. A friendly and highly constructive discussion took place, as a result of which Balfour Beatty has confirmed its acceptance of the ALLMI Appointed Person qualification for all types of lifting operations involving lorry loaders." (Note: Balfour Beatty already accepts the ALLMI operator, slinger/signaller and Crane Supervisor qualifications).

"It was also agreed that ALLMI will provide assistance and co-operation to enable further clarification of other lorry loader related matters,

including what competency requirements will be accepted on Balfour Beatty sites."

"In addition, we are pleased to report that representatives of Balfour Beatty will be attending ALLMI training courses relating to various lifting team roles, either on an appreciation basis or in an observational capacity. The purpose of this is to assist Balfour Beatty in determining how to disseminate the relevant information and training throughout its organisation."

Should you have any queries regarding the above-mentioned issue then please contact the ALLMI office.



The Strategic Forum Plant Safety Group has released a draft publication regarding ground conditions

Ground conditions - good practice

The Strategic Forum Plant Safety group, of which ALLMI is a member, recently released a draft good practice guide entitled 'Ground Conditions for Construction Plant', covering all types of mobile equipment.

The group has been developing guidance concerning the management of ground conditions for all types of mobile equipment for some time. The project resulted in the publication of a preliminary document which was circulated for comment and consultation. ALLMI members were given a

period of time within which to comment on that information and the resulting feedback was then collated on behalf of the association for submission to the group. The Strategic Forum recently reconvened in order to undertake a productive comment process, which was very productive and successful. The next step is for full publication to take place. ALLMI technical director Alan Johnson said: "We look forward to the final document being available, as this guidance will be incredibly useful for all those involved in lifting operations."

UKCG joins ALLMI's Training Scheme Review

The UK contractors group (UKCG), has confirmed that Steve Howard of Lend Lease will be its representative for the forthcoming ALLMI training scheme review.

The project leadership group will oversee the training scheme review process as a whole, with a number of smaller, specialised working groups being responsible for the detail of each course type. The first meeting has been scheduled for mid-October and it is expected that there will be at least two consultation phases throughout the process.

Howard said: "I'm very pleased to be representing the UKCG on this important project and I have no doubt that the project leadership group will address numerous pertinent industry issues throughout

the course of the review."

Further progress reports will follow and so look out for updates in future editions of ALLMI Focus.



Steve Howard

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The overturned telehandler at the Parkway development in Newbury

Telehandler fatality costs £615,000

International engineering group Costain was fined £525,000 plus £90,577 in costs after a telehandler overturned killing the operator in 2011. Mark Williams, 41, was lifting a pallet of tiles to a fourth storey roof in Newbury, UK, when the telehandler overturned, causing fatal crushing injuries.

Working between two buildings Williams had been forced to fully raise the telehandler's boom to reduce the telehandler's overall length and create a greater turning circle. This however reduced its stability causing it to overturn when moved. An investigation by the Health and Safety Executive found that Williams had no option but to operate in this way and that the safety of the telehandler was

compromised by limited space and obstructions. HSE principal inspector Steve Hull said: "This was a tragic and entirely preventable death. Williams was required to use a telehandler that was wholly unsuited to the confined area. He should have been provided with alternative, more appropriate equipment and a better system of work."

Wind energy training from Ainscough

UK based crane rental company Ainscough has opened a new RenewableUK and Global Wind Organization (GWO) accredited wind energy training centre in Falkirk, Scotland.

It will offer a variety of courses in manual handling, as well as working at height and rescue. In addition, Ainscough has introduced a number of modules designed for the telecommunications industry. Supported by the Arqiva division of BT, the new courses include training for tower climbers, tower rescue, roof working and radio frequency safety training.



Ainscough's new training centre will act as a one stop shop for wind energy training throughout Scotland and the north of England.

NCC Apprentice of the Year

Thomas Hughes, 22, of Volvo Construction, winner of this year's CPA 'Stars of the Future', has also won overall Apprentice of the Year, and Level 2 Apprentice of the Year at the National Construction College East.



Hughes receiving his NCC Apprentice of the Year awards.

Online telehandler training

Genie has added a telehandler module to its Genie Lift Pro online operator training programmes for North America. The 'Online Telehandler Operator Training' is not brand specific and complies with the training requirements for Class 7 Rough Terrain Forklifts (telehandlers) as defined by ANSI/ITSDF B56.6, CSA B335 standards and OSHA 1910.178 regulations.

The four hour programme incorporates learning theory with a 57 question exam, complete with a proof of training certificate for those who pass. This must then be followed up with hands-on familiarisation from a qualified person in order to become a qualified operator.



Genie's new online telehandler training module is available on all web-based devices.

Fall costs £50,000

Local Asbestos Services Ltd of Haydock was fined £8,000 plus costs of £6,191, and Leicestershire-based Construction Contracting UK Ltd, was fined £12,000 with costs of £23,502 after a man was seriously injured when he fell through a roof during the demolition of an old factory last April.

Construction Contracting was overseeing the project as principal contractor but both companies had agreed that the asbestos roofing sheets would be removed from below using a boom or scissor lift. In spite of this, two men climbed onto the roof to remove the panels from above. No safety or fall prevention equipment was provided. Peter Tracey, 59 was removing a sheet when it started to slip away. As he went to grab it he stepped onto a clear plastic panel, which gave way, causing him to fall five metres to the floor below. His injuries included two collapsed lungs, fractures to his ribs and hip,

and a ruptured left shoulder tendon. He was in hospital for a month and will be affected for the rest of his life.

HSE Inspector Kevin Jones said: "Sadly this kind of incident is all too common in the roofing industry. Both companies had prepared a risk assessment and method statement, identifying a safe system of work, but this wasn't implemented. The two men were allowed onto the roof, instead of using an aerial lift, which put both their lives in danger. This case should act as a warning to firms of the consequences of not following agreed safety systems."

Who trained him then?

This man was spotted on the apex of a roof eight metres up painting the chimney of a house in Dunedin, New Zealand. The scaffold also looks suspect with no toe boards, fixed platforms or guardrails.



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Good practice tips from IPAF are available to help rental companies and contractors manage aerial work platforms safely

Good practice for rental companies

Rental companies and contractors can now refer to a good practice guide produced by IPAF which lists some of the key points that should be considered when managing any type of aerial work platform.

Following requests for guidance on 'large and complex' aerial work platforms, IPAF decided that the key principles of good aerial platform management was relevant to all types, not just limited to larger and more complex machines.

The document guides rental

companies and contractors from planning and ordering equipment up to the point of delivery and during operation. The guide can be downloaded from the Publications/Technical Guidance section of:

www.ipaf.org

Review of EN280 starts soon

The European Committee for Standardisation (CEN) has gained a mandate to commence a full revision of EN280:2013 - the European standard governing the design and manufacture of aerial lifts - once the current amendment A1 has been finalised.

Possible topics for consideration in the next full revision include: exit at height, retention of key in ground control station, average weight of a person, fire prevention, ability to isolate power when elevated (other than emergency stop), wind speed variations and electromagnetic compatibility (EMC).

IPAF technical & safety executive Chris Wraith said: "The increasing popularity and increased use of aerial work platforms throughout

the world, in almost all sectors of industry for new and differing applications, mean that there are constantly new issues that need addressing in the design standard. Continual technical and physical advances in design also mean it is essential that the industry-specific design standard EN280 reflects the 'state of art' and provides relevant guidance for manufacturers to ensure safe design of aerial lifts."

FEM product group welcomes new president

The aerial work platform product group within the European materials handling federation FEM (Fédération Européenne de Manutention) for which IPAF serves as the secretariat, will welcome its new president at the FEM congress being held in York on the 18th September.

Luisa Parisotto, the Terex AWP engineering standards & legislation manager for Europe, Africa and the Middle East, was appointed president in June having taken on the role from Alan McIntyre of JLG, who stepped down following several

years in the position. Parisotto brings a wealth of knowledge and experience regarding EU legislation and international standards relevant to aerial work platforms and other lifting equipment.



The new chairman of the IPAF UK & Ireland mastclimber work group Darren Brady

IPAF restructures mast climber committee

The IPAF International Mast Climbing Work Platform (MCWP) Committee has been restructured. It now comprises the UK & Ireland MCWP Work Group (formerly the UK & Ireland MCWP Committee) and the MCWP Training Work Group, with other local and topic-specific work groups to be added at later date.

Kevin O'Shea, the director of safety and training for Canadian-based mast climber manufacturer Hydro Mobile, and Adrian Bolton, Alimak Hek UK's construction manager, have been appointed chairman and vice-chairman respectively.

Apollo Cradles' operations director Darren Brady has been appointed chairman of the IPAF UK & Ireland mastclimber work group with Steven McEwan of Scot-Train vice-chairman.

Speakers announced for Europlatform

This year's Europlatform access rental conference will be held on 25th September at the Hotel im Wasserturm in Cologne, Germany.

With the theme 'Positive thinking - new directions in access rental' the one-day conference will include a presentation on the relationship between rental companies and manufacturers by Don Ahern, owner of US telehandler manufacturer Xtreme Manufacturing - which also includes aerial lift manufacturer Snorkel. Gordon McGruer of wholesale rental company Kardon Kontracts will discuss the management of big booms. Other speakers will include Fortrent chief executive Grigory Grif, Rival

regional director Wayne Lawson and Access International editor Euan Youdale. It will also include a roundtable discussion, and closing comments from IPAF president Steve Couling.

A tour of the Deutz factory and engine museum will take place on the 24th September followed by a networking event at the conference hotel.

For more details on the venue and registration visit: www.europlatform.info.



Parisotto is now president of the FEM MEWP Product Group

Secure when not in use

IPAF has published guidance on how to secure and store aerial work platforms in a safe manner when left unattended. The document provides guidance on how this may be achieved and is available at the Publications/Technical Guidance section of: www.ipaf.org

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"Always moving forward"

"Always moving forward" was the message for attendees at the 2014 PASMA Annual Members' Meeting held for the first time at Coombe Abbey in Warwickshire. Members heard from chairman Chris Blantern, managing director Peter Bennett and the chairmen of the various committees as well as from Paul Cook and Claire Bruce from the Health and Safety Executive (HSE) and Edward Gardiner from the Warwick Business School.

Cook spoke about the background, review process, launch and subsequent roll-out of the HSE's new, simplified guidance for working at height as well as looking ahead to some of the HSE's coming initiatives and priorities. Bruce from the HSE's Safety Unit explained the background to PASMA's Not on Your Life! campaign - the current collaboration between PASMA and the HSE to encourage the specification and use of mobile access towers that comply with European standard EN 1004.

Gardiner described the project that PASMA has commissioned to better understand the behavioural aspects of working at height with a view to informing and shaping future product design and tower training.



Claire Bruce from the HSE

Peter Bennett said: "We have always valued our collaborative relationship with the HSE and have been particularly impressed with the consultative approach to the development and introduction of the new and simplified guidance."

"Likewise, despite the economic strictures imposed upon the HSE, we are very heartened that the very important issue of non EN 1004 compliant towers has been highlighted and publicised. We are very happy to take the lead on this issue which will be a keynote theme in PASMA's 2014 Tower Week."

Since 2001 there have been almost 9,000 incidents involving sub-standard towers reported to the HSE. PASMA's message is simple and direct: 'Your life and the lives of others that you care for depend on using a safe tower'.



PASMA's 2014 Annual Members' Meeting was held at Coombe Abbey for the first time

PASMA mobile app gets more downloads

The last 12 months has seen a substantial growth in user numbers for PASMA's mobile app, which is available for Apple and Android phones. An indispensable tool for anyone working with towers, the app can be downloaded at: www.pasma.co.uk/info/mobile-app



PASMA mobile app is available for Apple and Android devices

PASMA Tower Week - 10-14 November 2014

Social media promotes best practice

Social media is set to be a vital part of this year's Not on Your Life! campaign which will involve a search for images of poor examples of towers which will be given a Terrible Towers rating out of 10.

The aim is to showcase the way in which towers are actually being used in everyday situations up and down the country. Do they comply with EN 1004, have they been assembled properly and are they being used correctly? We'll soon find out! Send them to: michael.fern@pasma.co.uk



Poor examples of towers will be given a Terrible Towers rating out of 10

PAS 250 set to move up the agenda

At the request of council, the PASMA-sponsored specification for low-level work platforms, PAS 250, is shortly to be the subject of a major campaign advocating the use of only those products that comply with the minimum safety and performance criteria laid down in the specification.

Working with other trade associations and professional bodies, including Working Well Together (WWT), the aim is to increase the awareness and understanding of the implications of PAS 250 and the need to purchase or hire only PAS 250 compliant podiums and pulpipts.

Seven up!

PASMA's training line-up now includes seven courses focusing on competency and height safety:

- Towers for Users: PASMA's flagship course for assembling, dismantling, moving and inspecting towers.
- Towers for Managers: A one-day course catering for anyone responsible for overseeing the work of tower operatives in the workplace.
- Low Level Access: For those using folding step and folding tower units.
- Combined Low Level and Towers for Users: Combines two courses in one for a recognised qualification.
- Work at Height Essentials: Covering the basics.



PASMA has seven courses focusing on competency and height safety

- Towers on Stairs: A new course for 2014 covering the application and use of stepped towers.
- Towers for Riggers: Also new this year the five-day course for advanced tower users teaching a range of techniques.

For more information visit: www.pasma.co.uk



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



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Tecsis' ELMS safety system

Sensor technology specialist Tecsis has introduced a new multi-function safety electronics system - ELMS - designed primarily for cranes working in marine related applications.

Meeting the requirements of the EN/ISO 13849-1 standard, the modular system is fitted with a wide range of analogue and digital inputs and outputs, including relay and semiconductor outputs as standard. The safety electronics system can also evaluate data from multiple force transducers on a crane, automatically preventing overloading by interrupting the crane's controls.

The system features an integrated USB port for system configuration and it can be combined with



Additional function modules can easily be connected to the ELMS central module.

the company's redundant force transducers. Typical areas of application for the new safety system include harbour logistics, shipboard and offshore cranes.

Dozing driver safety system

UK-based safety systems manufacturer Transport Support has launched the Driver Fatigue warning system which monitors whether a driver is drowsy or inattentive.

Using a real-time infrared camera mounted on the vehicle's dashboard the system is able to detect the changing size of a driver's retinas as well as the period of time his eyelids are closing for. It can also detect whether the driver is concentrating on the road ahead by monitoring the movement and direction of the driver's head - for example, if the driver is constantly looking out of the side windows or looking down at a phone for an extended period of time.

If the system detects that the driver's eyes have closed for more than two seconds a sharp high-pitched alarm will sound. This is followed by a voice alert reminding the driver to watch the road. If the system detects that the eyes have

closed for a longer period of time a loud siren will sound and remain until it detects that the driver's eyes are open and concentrating on the road.

The system can either be permanently installed and wired to the ignition or temporarily mounted and powered by a using the vehicle's 12V power socket. Suitable for both day and night use, the system can also be programmed to operate when the vehicle reaches a certain speed.



Transport Support's warning system monitors whether a driver is drowsy or inattentive.



Arcure's Blaxtair detection system is able to differentiate between obstacles and pedestrians

Pedestrian detecting sensors

French safety solutions provider Arcure has introduced a new range of detection and warning systems for industrial vehicles which automatically differentiate between obstacles and pedestrians.

The Blaxtair Standard, Industrial and Rugged range uses 3D stereoscopic sensor heads with live-feed cameras which can be programmed to either detect all objects or just pedestrians, eliminating constant warnings of stationary objects on site. With a programmable range of 300mm to six metres, the system uses a seven inch in-cab monitor to provide both visual and audible warnings. The system is virtually maintenance-free and has been designed to withstand direct

shocks, vehicle vibrations and direct sun damage. It can also operate in varying conditions such as rain, fog and heavy dust as well as at night. Measuring 260 by 130mm it is possible to mount several sensor heads to a vehicle in order to eliminate multiple blind spots.

Optional features on the Industrial and Rugged models include a 2.5 hour recording function, while Rugged models have the added option of a protective case for the processing unit.

Easy sheave bearing calculations

German bearing manufacturer Schaeffler has introduced new bearing calculation software for designing rope and cable sheaves.

Available at no cost from the company's website the BEARINX-online Easy RopeSheave software enables users to calculate, display and document specific bearing loads while taking operating and environmental conditions into account. It can also calculate the static load safety factor and rating life of both single and multiple rope sheave bearings. Application-specific parameters, such as the sheave material, the integration of a bush or the influence of system

temperature can also be factored in to the calculation.

The software can also calculate multiple adjacent rope sheaves taking into account the contact pressure on every single rolling element.



Schaeffler's sheave bearing software can calculate the life of both single and multiple rope sheave bearings.

enquiries

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

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

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Liebherr LTR 1100

The Liebherr LTR 1100 telescopic crawler crane is capable of lifting 100 tonnes at 2.5 metres radius with a maximum height of lift of 83 metres. This model of it by Conrad is 1:50 scale and is in the colours of Hebo Maritime Services of Holland. It comes with a multi-lingual instruction sheet which describes the assembly which is straightforward, but fiddly in places.

The tracks are metal and are free-rolling while the track frames extend and retract as on the real crane. Hydraulic jacks can be screwed down to lift the crane body free of its tracks. Metal carbody counterweights sit between the tracks and these have lifting lugs which could be used to pose a lift with suitable chains.

The tilting cab is simple inside, and the crane superstructure has reasonable detail and looks great in the Hebo colour scheme. At the back there is a main winch, while a second auxiliary one can be pinned into position. The counterweight attachment mechanism is fully

replicated with plastic lifting gear and metal chains.

The boom is a six section telescopic with all sections having the 'Oviform' profile. A nice aspect is the metal sheaves which are free-rolling. The boom lift cylinder is stiff so any angle is held well and the telescoping sections are smooth and lock off at full extension. Lugs on the boom nose allow connection of the short auxiliary jib which is a well-made metal piece with the hinge assembly being plastic. Alternatively it can be stowed on the side of the boom.

Two good metal hooks are supplied and they both have metal sheaves. Operation of the winches is by using a finger on the serrated drum edge and both winches rely on friction to act as their brake and this is adequate for most poses.

Although it was introduced in 2007 the LTR 1100 is a very good quality model with some incremental improvements since first release, although the overall detail level is a little dated. It is well made with relatively little plastic, and the Hebo paintwork and graphics are attractive. It can be posed in service or broken down as transport loads, and this limited edition sells for around €170.

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

The Liebherr LTR 1100



Cab can tilt



Nice tracks



Installing the counterweight



Broken down for transport



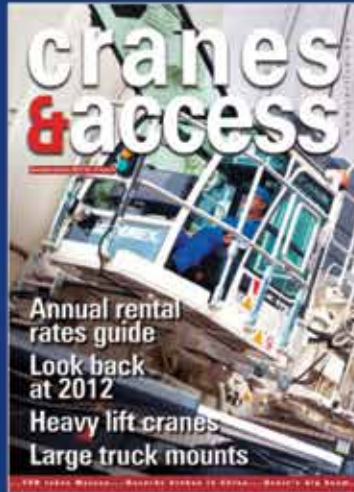
Cranes Ect Model Rating

Packaging (max 10)	8
Detail (max 30)	22
Features (max 20)	17
Quality (max 25)	21
Price (max 15)	11
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Letters



Over the past couple of months we have received a number of emails and a verbal communication regarding the regulation or legal requirements covering 360 degree telehandlers. The following is relatively typical of the input we have received.

Dear Sir

I have read your article in telehandlers and wanted to make a point that I feel is being ignored by the safety authorities and by contractors looking for cheaper ways to do a job. Roto telehandlers are treated as just that – telehandlers and yet they bear very little resemblance to a regular telehandler given their 360 degree slew, long booms and complicated attachments. Given that quite a few also sport winches and hooks they are more a mobile crane than a telehandler. In fact I would like to know what difference there is between a rough terrain crane and a telehandler? They are 360 degree slew, rely on four outriggers being set for most of their load chart, have longish booms a winch and hook and a sophisticated cab. If I were to add a fork attachment to an RT crane can I call it a telehandler and benefit from less onerous regulation, operator training and load indicators etc... while saving money on the cost to boot.

Perhaps you or one of your readers can explain why they should be treated any differently?

Yours truly,

Brent Fishwick

Still there

In August we began receiving letters and mostly emails regarding the fact that a 500 tonne crane that overturned back in early May when the ground gave way below one of the outriggers at a site near Aberdeen was still lying where it fell. We did contact the owner Whytes to ask what the recovery plan was and were informed that it was waiting on a number of things including a detail plan of recovering, the availability of the equipment, including lifting gear and transport, plus the finalisation of the repair and re certification contract with the manufacturer. Here are just two of the emails- which say much the same as the all the others.

Dear Sir

Were you aware that the 500 tonne Liebherr telescopic that overturned near Aberdeen last May is still lying on its side almost three months after it tipped? I am not sure why it has not yet been recovered although it is not going to be an easy one that's for sure. Maybe it is waiting on a big lattice be available or? It has to be costing someone dearly. I heard that Liebherr is going to carry out the repair and re-test – but don't know this for sure.

Perhaps you can find out more?

Keep up the good work

Jeremy Standmarsh

Dear Sir

As of 20:00 hours tonight 18/08/2014, I can confirm that the Big Liebherr Crane is still lying on its side on the premises of Aquatic Ltd at Bridge of Don Industrial Estate, North of Aberdeen. There must be a story here somewhere, as the Rental Charge (or even fixed costs) for a 500 tonne Mobile Crane must be a significant cost to someone?

Whats the Story ?

Kind Regards

Mike Ponsonby

Dear Leigh,

Further to our conversation last week on the misuse of mobile crane situation and Judith Hackitt's position on the same, I now attach copies of my e-mail of the 18th August (Learn from Past Events attachment) and the response from Melvin Sandell (Cranes and Entertainment attachment) and my reply of today to Judith Hackitt (see below) which will all be self-explanatory and will probably leave you gasping for breath!

I have now given further thought to the idea of a petition and I think it would be useful if we could come up with a document asking people and companies to sign and I believe there is enough feeling in the industry to produce a considerable number of signatories.

The only problem I foresee is that some companies might be wary of committing their company name to such a document in the thought that the HSE might seek to take revenge but if enough of them sign it, they could rely on the old adage of "safety in numbers".

I would appreciate your comments and thank you for your interest and support.

Best wishes.

Paul

See page 70 for Paul Adorian's email and HSE's response.

Dear Judith Hackitt,

My purpose in writing this e-mail is firstly to wish you and your colleagues all the very best on achieving the 40th birthday of the Health and Safety Executive, in the hope that your organisation is still flourishing another 40 years into the future.

Needless to say, I regularly keep abreast of the HSE web site and always read your contributions in the hope that I can find a 'chink in your armour' which might enable me to persuade you to have another look at the activity of people joy-riding on contraptions suspended from cranes. You may recall, or indeed you may have forgotten, the lengthy correspondence between us over the Hanging Flower Garden at Chelsea a few years ago, which caused quite a furore in our industry following your decision not to interfere with the ruling of the Kensington and Chelsea Local Authority.

On reflection, I can understand your reasoning for taking the decision you did, although I can never actually agree with it. I feel that the real problem, in cases like these, is the legal anomaly which places the responsibility for health and safety of fairground equipment in the hands of the relevant Local Authority. You must know and I certainly know that very few Local Authorities employ people with health and safety responsibilities who have sufficient experience of mobile cranes or lifting machines to equip themselves to make a sensible decision where the cargo under the hook is human beings. For this reason, I feel it is time for Government to look at legislation relating to fairground health and safety and where the "fairground equipment" is a piece of construction plant, such as a mobile crane, the responsibility should be placed under the care of the Health and Safety Executive, as your Authority is the only one equipped to make sensible decisions over the use of such equipment for lifting people.

In another of your recent blogs, you reflected on the past for a safer future and one of the paragraphs in that blog stated the following "One of the biggest challenges we face in the world of real health and safety and preventing catastrophes is getting people to recognise what could happen and to learn from past events even if they have never been close to such a disaster themselves".

That is all I am asking of you and if you need a good example of what might happen you only need to look at the serious accident in Germany, which followed the Chelsea Flower Show Hanging Garden incident and which very nearly resulted in the death of at least thirteen people in a suspended cage and perhaps many more who might have been injured on the ground. A large telescopic crane was allowed to lift a pergola type cage containing thirteen joy-riders. With the joy-riders up in the air in the pergola, the crane over-turned backwards and by the grace of

God, its fall to the ground was arrested when the boom crashed into the roof of an adjoining building; the pergola, still suspended from the hook, whacked into the side of the building causing some serious injuries but fortunately no deaths to the occupants of the pergola. Had that accident happened without the presence of that building to break the fall of the crane and the pergola, there could have been many deaths, all of which could have been avoided had the use of that crane, for that purpose, been banned by the appropriate legislation. Surely that accident should serve as a warning to everyone involved in the legislation affecting the safe use of construction equipment and presents a classic opportunity to "learn from past events".

I am sure you are aware of the movement, throughout Europe, to prohibit the use of cranes for lifting people in these circumstances. Surely, the time has come when legislation should be brought in throughout the UK to stop this dangerous practice once and for all before we are faced with a tragic accident resulting in multiple deaths and/or injuries. In such circumstances I would hate to have to say, I told you so!

You refer, in your blog, to the Flixborough accident in 1974 when you were nearing the end of your second year exams in Chemical Engineering at Imperial College. I well remember that accident as my company provided a great many aerial platforms to help sort out the chaos it caused and as we know, lessons were learned from that accident which have probably avoided a repetition over the past 40 years.

Without wishing to be offensive in any way, I do feel this is an opportunity to put your words into action and assist my long-running campaign to end the potential risk associated with the use of cranes for joy riding.

As an aside, I was interested to see that you went to Imperial College, as my late father went there in 1926 to continue his studies in Electronic Engineering. That clearly played a major part in his life and I know he was a great believer in learning for the future from happenings in the past. You obviously feel the same way and I very much hope you will reconsider your position on this important problem.

In conclusion, I have not copied this e-mail to the construction media but I do hope that it may go some way to persuading you to reconsider your past decision so that we may soon be able to advise the media that good sense has prevailed and another serious risk of potential injury and death has been removed once and for all.

With kind regards

Paul Adorian

While Mr Adorian did not receive a direct response from Judith Hackitt he did receive the following.

Mr Adorian,

Thank you for your email of 18 August, I have been asked to reply to you in my capacity as Acting Head of HSE's Operational Policy Sector for the entertainment and leisure industry. I am also HSE's lead for fairgrounds and fairground equipment.

I should perhaps say at the outset that enforcement of health and safety law on fairgrounds is in fact reserved to HSE under the Health and Safety (Enforcing Authority Regulations) 1998. Whilst HSE would see the use of cranes in entertainment as 'akin' to fairground rides, it is arguable whether they fit the definition of a fairground ride contained in the Health and Safety at Work etc Act 1974. Consequently, for the purposes of allocation under the 1998 Regulations, we have characterised these activities as leisure activities and therefore enforced by Local Authorities.

HSE has overall policy lead for occupational health and safety legislation for the LA enforced sector. Consequently we would expect the same standards of risk control and management at these activities as we do at fairground rides and we can assist Local Authorities in achieving this, by the provision of enforcement and technical guidance. Local Authorities are also encouraged to comply with HSE's Enforcement Policy Statement and Enforcement Management Model.

This system has worked reasonably well and is flexible enough to ensure that the appropriate authority leads in particular circumstances.

I hope this clears up any misunderstanding and makes HSE's position more clear.

M Sandell

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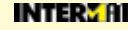
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SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
Turner Access	www.turner-access.co.uk
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Alloy Scaffold Towers

Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
GEDA-Dechentreiter	www.geda.de
Harsco Infrastructure	www.harsco-i.com
LTC Hoists Division	www.ltchoists.co.uk
Safi	www.safi.it

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
Harsco	www.harsco-i.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
Z Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI-Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
APL	www.apl-aerialplatforms.co.uk
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Easi up Lifts	www.easiuplifts.com
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.ukk
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
Kimberly Access	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Hire	www.manlift.ie
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Riwal	www.riwal.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
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New & Used Platforms

IAPS	www.iapsgroup.com
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.flesch-arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genieindustries.com
Genie UK	www.genielift.co.uk
GT Access	www.gtaccess.co.uk
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonsales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/Platforms
Rothlehner	www.rothlehner.com

Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Riwal	www.riwal.com/used
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.com

Special/Bespoke Access & Lifting Solutions

APS	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingltd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
Liftright Access	www.liftrightaccess.com
Mantis Access	www.mantisaccess.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Working At Height Ltd	www.workingatheightltd.com

Special & Niche Access

Acrolift	www.acrolift.co.uk
DENKA Narrow Easi UpLifts	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 Schwerlast GmbH & Co.KG	www.arnold-schwerlast.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	www.site-safety-audits.com
Alfa Access Services	www.alfa-access-services.com

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.galiziagru.com
Grove	www.groveworldwide.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.maedaminicranes.com
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-krane.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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Furniture Hoists

The Furniture Hoist Co	www.furniturehoists.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.cityliftng.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.cityliftng.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
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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	www.accessplatformsdirect.co.uk
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Platforms Direct	
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IAPS	www.iapsgroup.co.uk
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Active Safety	www.activerentals.co.uk
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Advanced	www.accessplatformsuk.com
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Access Platforms	
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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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GT Access	www.gtaccess.co.uk
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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	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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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.letltd.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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Platforms	
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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	www.southerncranes.co.uk
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Electric - 7.80 Mtr. - 171 Hrs.
€ 3.250



V16029 - Genie GS1932 - 2005
Electric - 7.80 Mtr. - 380 Hrs.
€ 3.950



V15300 - Haulotte Compact 8 - 2006
Electric - 8.20 Mtr. - 197 Hrs.
€ 3.750



V15425 - JLG 2646ES - 2007
Electric - 9.80 Mtr. - 249 Hrs.
€ 6.500



V15068 - Snorkel S2646E - 2006
Electric - 9.93 Mtr. - 376 Hrs.
€ 4.000



V15988 - JLG 260MRT - 2007
Diesel 4x4 - 9.92 Mtr. - 877 Hrs.
€ 8.750



V15997 - JLG 40RTS - 2000
Diesel 4x4 - 14.04 Mtr. - 3594 Hrs.
€ 7.500



V15980 - JLG 400CRT - 2001
Diesel 4x4 - 14.19 Mtr. - 2343 Hrs.
€ 7.500



V15806 - Skyjack SJ9250 - 2002
Diesel 4x2 - 17.20 Mtr. - 2551 Hrs.
€ 8.750



V15373 - Haulotte H18SX - 2005
Diesel 4x4 - 18 Mtr. - 1453 Hrs.
€ 14.500



V16040 - Manitou 105VJR2 - 2005
Electric - 10.30 Mtr. - 650 Hrs.
€ 8.750



V15711 - Haulotte STAR10 - 2002
Electric - 10 Mtr. - 398 Hrs.
€ 8.250



V15848 - Manitou 120AETJC - 2006
Electric - 11.95 Mtr. - 585 Hrs.
€ 13.500



V16009 - Haulotte HA121P - 2003
Electric - 12 Mtr. - / Hrs.
€ 9.500



V15637 - JLG M400AJPN - 2001
Bi-energy - 14.19 Mtr. - 1212 Hrs.
€ 11.500



V15750 - Genie Z34/22RT - 2008
Diesel 4x4 - 12.62 Mtr. - 1615 Hrs.
€ 17.500



V15888 - Haulotte HA16PXNT - 2007
Diesel 4x4x4 - 16 Mtr. - 2590 Hrs.
€ 18.500 - Generator



V15896 - Haulotte HA20PX - 2007
Diesel 4x4x4 - 20.65 Mtr. - 2250 Hrs.
€ 26.000



V15962 - JLG 800AJ - 2008
Diesel 4x4 - 26.38 Mtr. - 2778 Hrs.
€ 52.500



V15929 - Genie Z135/70RT - 2010
Diesel 4x4x4 - 43.15 Mtr. - 2876 Hrs.
€ 117.500



V16022 - Aichi SR123 - 2002
Diesel 4x4 - 14 Mtr. - 7145 Hrs.
€ 19.500



V15236 - Genie S45 - 2001
Diesel 4x4 - 15.70 Mtr. - 3465 Hrs.
€ 10.500



V15906 - Snorkel TB47J - 2005
Diesel 4x4 - 16.20 Mtr. - 3268 Hrs.
€ 15.500



V15492 - Genie S105 - 2009
Diesel 4x4x4 - 34 Mtr. - 1130 Hrs.
€ 79.500



V15999 - JLG 1350SJP - 2007
Diesel 4x4x4 - 43.15 Mtr. - 4226 Hrs.
€ 87.500



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Genie GS-3246

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Genie S-45

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Genie S-85

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€ 49,000



Genie S-65

2005

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