

cranes & access

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October 2016 Vol.18 issue 7

Heavy lifting RT boom lifts

Outrigger mats

.....Genie SX-135XC launch....24,000 tonne ultra-lift crane....Fassi buys into Jekko.....



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On the cover:

Turnkey solution provider Mammoet Wind successfully transported the world's longest wind turbine blade from LM Wind Power's pilot plant in Lunderskov to the Blaest Test Center in Aalborg. The blade measured 88.4 metres long and 4.47 metres high when loaded on the truck.



C&A contents

Outrigger mats 41

With the number of overturning incidents refusing to decline we take a look at how one UK truck mounted platform rental company dealt with the problem. Also Paul Koolmees of mat supplier Welex sheds an expert eye on the advantages and disadvantages of the various hard and tropical woods used for heavy timber mats.



The APF 2016 show review 47

This year's UK bi-annual International Forestry Exhibition - APF 2016 - took place last month at Ragley Estate in Alcester, Warwickshire with more than 300 exhibitors and around 18,000 visitors. We bring you the highlights including the new 42 metre Teupen Puma, a Versalift boom on a Mercedes 6x6 Oberainger chassis and the new 4x4 Multitel MJ 226.



Crane Interest Group Open Meeting 52

We review last month's CPA Crane Interest Group Open Meeting which although attendance numbers were down, still represented most of the UK crane sector.

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In the next C&A

The next issue of Cranes & Access scheduled for mid-November will feature: Rough terrain and telescopic crawler cranes, Trailer/SD aerial lifts and Telehandlers as well as a review of Les JDL Med in Marseille, France. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

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Genie launches SX-135XC telescopic boom lift, Voluntary road inspection scheme for UK cranes, New Link-Belt 298 Series 2, New 24,000 tonne ultra-lift crane, Fassi invests in Jekko, Palazzani



to provide Palfinger spiders, Genie acquires PSR, Fish moves from Nationwide to Ardent, Palfinger launches 25m Light, Alimak sells US rental operations, Retractable windsail for tower cranes, new Potain Hup self-erecting crane, New Klubb pick-up, Maxim gets Essex Crane assets, New 10/12 tonne Comansas, Potain luffers from China, Ardent orders big with JCB, Teupen books largest UK order and financials round-up.

Heavy lifting 17

Nearly all the recent activity in the ultra heavy lift sector has been with the specialist heavy lift companies such as ALE, Mammoet and Sarens. All three already have their own mega-lift machines, and all three are in the process of launching new versions or building more of their largest cranes for contracts around the world.



We round-up the latest news from the sector as well as interviewing Grant Mitchell of Sarens UK and highlight some interesting applications from around the world.

Rough Terrain boom lifts 29



We delve into the history of Genie which formally celebrated its 50th anniversary in September at the same time launching its new SX-135XC telescopic boom lift. Also, this year has seen the introduction of two new self-propelled boom lifts equipped with levelling outriggers. We review both the ATN and Dinolift and compare them with the lighter semi-self propelled platforms.

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Heavy lifting



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Rough Terrain booms



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The APF Show



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Preaching to the converted

The vote by UK crane companies belonging to the CPA to introduce a voluntary programme to inspect and test mobile cranes for road-worthiness (MOTs) must be seen as considerable progress in the on-going saga that has been 'in consultation' since 2009.

The decision was driven by the realisation that the issue was 'not going to go away', with member companies well-aware that it was

the right thing to do, both to improve the safety of the crane fleet and restore public confidence following some high level prosecutions of companies involved in fatal road accidents relating to maintenance or repair issues with the crane. But will it work?

In any industry you will find a hierarchy of professional and competent companies at the top and 'cowboys' at the bottom, and those in-between. Those at the top ensure that everything is done to the best standards possible, often viewing legislation as a minimum requirement. They are also more likely to be active in trade organisations, helping improve the industry as a whole. These companies already inspect and maintain their fleets, so the new initiative will merely formalise current procedures.

The main problem for the crane - or access - industry are the companies which for whatever reasons, are not as professional and competent, and which run a fleet that reflects this attitude. The worst of them tend not to be members of a trade body and certainly don't get involved in association work that does not directly benefit themselves.

The new scheme will initially apply to CPA members, but should it be accepted as a government backed scheme, should 'oblige' all mobile crane owners to adopt it. But human nature is to follow the path of least resistance and cost - so the worst offenders are likely to ignore it, especially if it is not policed.

Work at height related associations have also experienced this lack of cooperation. IPAF's voluntary accident reporting programme for members was only followed by the most diligent, so IPAF UK has now made the reporting of incidents involving lost working days mandatory. Similarly FASET has had zero accident reports submitted since its scheme was initiated.

Perhaps naming, shaming and expelling members which do not comply will make a difference.

Membership of an association that demands minimum standards and refuses or expels those which fail to meet them is far more valuable - especially if membership is promoted to contractors as a sign of safety and professionalism. At the moment the proportion of cranes operated by non-CPA members is surprisingly high. If nothing changes then legally mandated tests with heavy fines will be the only solution. Perhaps that is what should have been introduced from the start?

Mark Darwin

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

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Genie launches SX-135XC

Genie has launched a new 135ft SX-135XC (eXtra Capacity) telescopic boom lift mounted on a new, 'mini' version of its X-chassis used on the 180ft SX180, 150ft SX-150 and ZX-135.

The SX-135XC features a three section boom and two section telescopic jib providing a maximum outreach of 27.43 metres and a working height of 43.15 metres. Platform capacities with the standard 2.44 metre tri-entry basket with side-swing gate are 450kg with the telescopic jib retracted - giving an outreach of 23.8 metres - or 300kg unrestricted. For a full review of the SX-135XC see the Booms feature starting on page 29.



Genie has launched the SX-135XC telescopic boom, the first of its new XC (Xtra Capacity) booms

Voluntary road inspection scheme for UK cranes

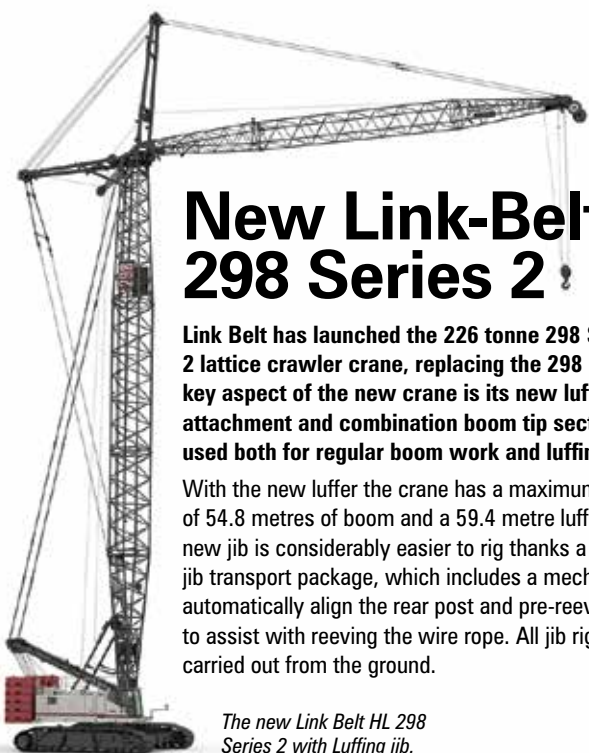
The UK's CPA - which represents crane rental companies - has written to the Department for Transport announcing that its members are ready to introduce a voluntary programme to inspect and test mobile cranes for road-worthiness along the lines of a proposal already made to the ministry.

The open letter from CPA chief executive Colin Wood followed last month's annual Crane Interest Group Open Meeting when representatives of the major crane companies voted unanimously to move forward with the scheme, following some high level prosecutions of crane companies involved in fatal road accidents due to a maintenance or repair issues. See page 52.

New 24,000 tonne ultra-lift crane

Dutch international heavy lift company Mammoet and Stoof Engineering and Innovation are developing a new ultra-heavy lift crane with a capacity of up to 24,000 tonnes.

Dubbed the Focus, Mammoet claims it will have a maximum load moment of 1.5 million tonne/metres and that it can self-erect vertically without the need for additional cranes, even when the main boom is more than 200 metres long. More details on the crane can be found in the Heavy Lift feature starting on page 17.



New Link-Belt 298 Series 2

Link Belt has launched the 226 tonne 298 Series 2 lattice crawler crane, replacing the 298 HSL. A key aspect of the new crane is its new luffing jib attachment and combination boom tip section, which is used both for regular boom work and luffing duties.

With the new luffer the crane has a maximum combination of 54.8 metres of boom and a 59.4 metre luffing jib. The new jib is considerably easier to rig thanks a special jib transport package, which includes a mechanism to automatically align the rear post and pre-reeved nylon rope to assist with reeving the wire rope. All jib rigging can be carried out from the ground.

The new Link Belt HL 298 Series 2 with Luffing jib.



The owners and directors of Jekko s.r.l: (L-R) Mauro Tonon, Rossano Ceresoli, Pierluigi Tonon, Diego Tomasella and Giovanni Fassi

Fassi buys into Jekko

Italian loader crane company Fassi has purchased a 33.3 percent stake in the Treviso, Italy-based spider/mini crane manufacturer Jekko from owner Ormet. Jekko was essentially a brand of Ormet which developed the business from the Imai custom-built spider cranes it produced 15 years ago.

The company placed the Jekko business and assets into a new company - Jekko s.r.l. - in January and Fassi has now acquired a third of this business as have Tonon Pierluigi and Diego Tomasella.

Jekko is also moving into a larger 11,000 square metre plant to cope with demand for its expanding crane product line. Giovanni Fassi said: "The market potential for these machines is very interesting. The entire staff of the company is determined to seize all chances that will turn up in years to come."

Dingli to unveil Magni booms

Dingli has confirmed that it will launch eight new self-propelled boom lifts at Bauma China next month, The new machines - with working heights of 14,18, 22 and 28 metres - have been designed by Italian telehandler specialist Magni, in which it now holds a 20 percent stake and will also build the prototypes. The company promises some substantial innovations.



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- Outstanding Performance

The New Dingli Boom Family
Telehandler & Self-propelled Booms Line
Working Height: 14m/18m/22m/28m

Klubb distributes CMC

Klubb France, the van mounted lift manufacturer has been appointed as the CMC spider lift distributor for France. The company also handles Isoli truck mounted lifts which it now brands as Klubb for the French market.



The contract was signed at Palfinger headquarters in Austria, (L-R) Davide Palazzani, Thomas Perkmann of Palfinger Europe and Paolo Balugani of Palfinger Italia

Palazzani provides Palfinger spiders

Palfinger Platforms Italy and Palazzani Industries have concluded a technical/sales agreement for Palazzani to provide Palfinger branded spider lifts to its sales and distribution network.

The deal will see Palazzani modify some of its existing spider lifts in the 27 to 52 metre range to provide some product differentiation and meet Palfinger's requirements. Palfinger - which unveiled its first spider lift the 15 metre P150 AJTK at Bauma - will quickly gain a full spider lift product range, allowing its distributors to fully participate in this growing market. Palfinger Italy will develop its own spider lifts up to 27 metres.



Palfinger Italia's first spider lift, the P150 AJTK unveiled earlier this year

AFI acquires Rapid Platforms

UK-based AFI has acquired Rapid Platforms from the Jordan family and will run it as an independent business within the AFI group of companies.

The Rapid Platforms company name and branding will continue unchanged as will the existing management team. Rapid Platforms operates from a base in Bishop's Stortford, Hertfordshire, has annual revenues approaching £4 million and a fleet of over 150 aerial lifts, and hoists.



Fish moves to Ardent

Jeremy Fish has been appointed chief executive of Ardent Hire Solutions - the UK's largest telehandler rental company - stepping down as managing director of Nationwide Platforms. Fish joined Nationwide in December 2013, after six months as a consultant to Ainscough Crane Hire. He is expected to start with Ardent in the New Year.



Jeremy Fish

Palfinger launches 25m Light

Palfinger Platforms has added a new 25 metre telescopic truck mounted platform to its Light Class. The P 250BK will be built in Germany and features a five section aluminium boom and articulated jib.



The new Palfinger P 250BK

According to Palfinger the aluminium boom structure is not only light, but also improves platform rigidity by 68 percent over previous models, thanks to thicker side walls, larger boom profiles. The lower weight allows the new platform to be mounted to a Euro 6 chassis, while remaining well within 3.5 tonnes including fuel, tools, driver and passenger.

Based on the 21 metre P 210BK the new boom lift offers 16.5 metres of outreach, 185 degrees of jib articulation, 230kg platform capacity, 170 degrees platform rotation and below ground reach. The company has also incorporated the premium outrigger system from its larger machines as standard, complete with auto-levelling, automated variable positioning and axis ground clearance monitoring.

Alimak sells US rental operations

Mastclimber and hoist manufacturer Alimak has sold its US rental business to Bigge Crane and Rigging for \$2.4 million. The Atlanta, Georgia-based rental operation dates back to the 1990s. The disposal to one of its best customers is intended to increase focus on product sales and services in North America.

In 2015 the US rental business represented around one percent of total group revenues and nine percent of its worldwide rental revenues. Alimak will maintain rental operations in France, Benelux, Germany and Australia. Chief executive Tormod Gunleiksrud said: "The divestment is a logical step in the growth strategy for our core business. Bigge is one of America's premier crane companies and has been a long and valued customer. They have a vast experience of working with Alimak equipment and I feel confident that our rental customers will see benefits from the new owner."



An Alimak hoist

Genie acquires PSR

Terex AWP/Genie has acquired PSR - the UK service and repair business of IAPS - and will maintain the business as a stand-alone operation within the Genie Services Solutions division of Genie UK. All 40 staff will transfer to Genie UK, but continue to be based at IAPS premises in Telford, alongside the IPS parts operation, in different parts of the same building. PSR has 25 mobile service engineers, while Genie UK has six field service staff.

PSR will continue to cover end-user service, inspection contracts and call-outs for all types of aerial work platforms and be responsible for carrying out warranty work for all equipment sold through IAPS sales division, APS - including Genie, Hinowa, Mec, Isoli and Aldercote. APS customers will call a service/warranty adviser at APS who will contract PSR to carry out the work. No details of the transaction have been revealed.

Retractable windsail for tower cranes

UK rental company Select Plant Hire and Industrial Design Consultancy (IDC) have developed a new retractable windsail to help luffing jib cranes weathervane on tight urban sites.

The windsail - which works like an extendible roller blind, extends when required to increase the surface area of the jib, to achieve a smaller out of service radius, allowing contractors to install more cranes on a single site, equip cranes with longer jibs or locate them closer to boundaries. Each kit consists of a variety of components including electronic controls and aluminium extrusions up to 8.6 metres long. Select engineering leader Steve Bradby said: "Until now, luffing crane windsails have been made from rigid materials such as steel but these can make the crane difficult to manoeuvre when working in windy conditions. We recognised that if these windsails were retractable, the cranes would have much greater productivity."

To date IDC has manufactured 32 windsails for four different Terex tower crane models.



Two cranes with the device, one extended and one retracted

Permanent chairman for Access Link

The UK association of independent rental companies - Access Link - has appointed John Ball as independent chairman.

The Link was established in 1998 and has always used membership volunteers to fill the role of chairman, with Keith John of Two Cousins the most recent. Ball spent more than 20 years as part owner/managing director of Irish international rental company Height for Hire/Easi Uplifts, playing a major role in its international expansion until he founded his consulting business Velocity Rental Solutions in 2014. He is a past president of the International Powered Access Federation (IPAF) where he is still a director.



John Ball

Sarens wins biggest contract to date

Belgian crane and heavy lifting specialist Sarens has the contract for the land transportation and installation of the Pre-Assembled Units, Pre-Assembled Racks, and associated oversize equipment required for Tengizchevroil's \$36.8 billion Future Growth and Wellhead Pressure Management Project in the Tengiz oil field on the North Eastern shores of the Caspian Sea. The largest project Sarens has ever been involved with.

See interview with Sarens UK country manager Grant Mitchell on page 25.



A facility in the Tengiz oil fields

New Potain Hup self-erecting crane

Potain has launched the new Hup 40-30 following the launch of the Hup 32-27 at Bauma earlier this year. Second model in the new Hup range, the 40-30 has a four tonne maximum capacity, lifting 1.1 tonnes at its maximum 40 metre jib tip.



The Potain Hup 40-30

As with the Hup 32-27, the 40-30 features a three section telescopic mast, giving a range of hook heights from 25.6 metres to 30 metres. In transport mode the crane measures 14 metres long. The jib luffs 10 and 20 degrees above horizontal giving a maximum under hook height range of 20 to 40 metres. The company says that 'shortening or extending the jib is a swift and straightforward operation with convenient configurations for both short and long jib lengths'. Deliveries will start in early 2017.

Arcomet celebrates 60th anniversary

Tower crane rental company and manufacturer Arcomet celebrated its 60th anniversary last month. Founded by Karel Theyskens and his wife as a general supplier to Belgian coal mines. It built its first crane - a small self-erecting tower crane - in 1968 and entered the rental market in 1987, eventually becoming one of the world's largest tower crane rental companies.

Twin sons Leo and Dirk Theyskens took over the business and brought in private equity shareholders in 2000 to fund a massive international expansion. Within a few years Leo was gone and in 2007 the company faced a crisis when venture capitalists, who owned 40 percent of the company, wanted to exit. By 2008 Dirk Theyskens and his management team had acquired the shares, with the support of French investment company LFPI. By 2014 the company was in trouble again and LFPI took majority control, Dirk Theyskens stepped down as chairman and was replaced by Philippe Cohet.

Two years on the company appears to have turned the corner, and has set up a joint venture in the UK with Skyline Tower Crane Services, invested heavily in its German rental fleet to support market growth, and is expanding in Scandinavia and Eastern Europe. Crane production is also rising, with work underway on a larger self-erector.



Arcomet is 60

Klubb pick-up

French van mounted lift manufacturer Klubb has unveiled an all-new 13.8 metre articulated boom lift, the KAT42 available on a two or four wheeled drive Renault Alaskan pick-up truck.



The all-new 13.8m Klubb KAT42 4x4 pick-up mounted lift

Outreach is 6.4 metres and platform capacity 200kg. The lightweight unit uses a single riser and telescopic aluminium top boom, with simple hydraulic controls, internal hoses/wiring and protected components.

Chief executive Julien Bourrellis said: "We are very proud of this new product, developed in association with Renault. The KAT 42 combines safety, robustness and agility to meet the needs of professionals working at height."

Maxim gets Essex Crane assets

The core fleet of US-based crawler crane company Essex Crane Rental together with three facilities have been sold to Maxim Crane Works for \$75 million. The sale follows the foreclosure proceedings instigated by Wells Fargo Capital Finance. Essex Crane has further assets to sell and will then wind up the business which has effectively ceased trading.

Sister company Coast Crane has agreed a new credit agreement with Wells Fargo, effectively waiving previously disclosed defaults. The amendment provides Coast Crane with a \$2 million promissory note to Essex Crane in settlement of intercompany transfers, and up to \$1 million to purchase some remaining cranes from Essex.

Essex/Coast chief executive Nick Matthews said: "The sale and subsequent clarity it provided at Essex Crane, along with the waiver of the default under the Coast Crane Credit Facility were important steps toward moving forward. We appreciate the patience of our shareholders, customers and employees and are eager to focus all of our efforts on creating

shareholder value."

Maxim now has 2,500 cranes has also opened two other new locations, thus adding five new branches to its 46 location network in Alabaster, Alabama; Kansas City, Kansas; Arcola, Texas; Tampa, Florida and the Seattle, Washington.

Chief operating officer Frank Bardono said: "We are continuously improving our fleet mix, geographic coverage and team to meet the growing demands of our customers. The recent addition of AmQuip, Crane Rental Corp. and now the former Essex core fleet provides an unprecedented geographic footprint, one-stop-shop capabilities, and the best talent available in the industry."

New 10/12 tonne Comansas

Tower crane manufacturer Comansa has announced the CM1600 series of four flat-top tower cranes with capacities of 10 and 12 tonnes. The new cranes - all with 65 metre jibs - will all be built at the Hangzhou factory in China and include the 10 and 12 tonne 16CM185 and 16CM185 with 1,800kg jib tip capacity, or 1,980kg with the PowerLift option.

The 10 and 12 tonne 16CM220 have a 2,150kg jib tip capacity, increasing to 2,360kg with PowerLift. All four are now ready for launch with two further models set to be introduced - the 10 and 12 tonne 16CM260 with 70 metre

jibs and similar tip capacity as the 16CM220. The new models fill the gap between the six to eight tonne Comansa CM1100 Series and the CM2100 Series with lift capacities up to 25 tonnes.



Comansa has announced the CM1600 series of four flat-top tower cranes



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The Chinese-built Potain MCR 295s will all offer 60 metre jibs



Potain luffers from China

Potain will launch new Chinese versions of its MCR 295 luffing jib tower crane range for Asia-Pacific, Middle East, Africa and South America at Bauma China in November.

The 25 tonne Potain MCR 295 H25 will be the largest luffing jib crane built at the Zhangjiagang facility and will be available in three versions with capacities of 16, 20 and 25 tonnes. All three will have a maximum jib length of 60 metres and feature a choice of winches with Potain's variable frequency drive technology.

Hiab extends warranty

Hiab is to provide a standard two year warranty on all its loader crane models delivered from the start of October.

They will also have a full five year warranty on all structural elements. Hiab senior vice president Joakim Andersson said: "We want to show our customers that when investing in a Hiab loader crane they will always get the best possible performance and support."

Ardent orders big with JCB

The UK's largest telehandler rental company Ardent has placed a £40 million order for 700 JCB telehandlers and rough terrain forklift trucks long with some other JCB machines. The deal includes a large number of the 20 metre/four tonne 540-200 telehandlers, while the rough terrain forklifts are aimed at Ardent's events division.

Ardent commercial director Tom Gleeson said: "Ardent Hire Solutions is increasing its share of the UK hire market and we intend building on that position by investing in the best equipment. Our purchase of JCB machines is our largest investment so far this year."



Ormig's new battery electric pick & carry crane - the 60 tonne 55/60iE

Ormig ships new electric crane

Italian crane manufacturer Ormig has started shipping its new battery electric pick & carry crane - the 55/60iE - seen as a prototype at Bauma. The 60 tonne crane, has an overall height of 2.35 metres, an overall width of 2.35 metres and weighs 24 tonnes without counterweight which, says Ormig, allows it to be transported throughout Europe without special permits. Maximum lift height is 13.5 metres and maximum lifting radius 8.5 metres.

New glass network

A new glass installation equipment network - Cranion - has been formed with 14 founding members, 12 in Europe - of which seven are based in Germany - and two in North America. The network based in Hassloch, Germany, includes companies that can supply cranes and equipment for the vacuum and glass handling sector.

German member companies include Nordkran, Autokrandidienst Jaromin, Kawelke Kranverleih, Minikran Klaus, Pfalzlift, UHW Consulting and Frankenlift and are joined by MY Lift in Sweden and Norway, Hocap in the Netherlands, KurKo Lifting Services in Finland, Fascan in the USA and GLC Glass Lifting in Canada. There are plans to expand the network throughout Europe.

(L-R) Ulrich Wohlgemuth of UHW Consulting, David Smith of Global Lift Group, and Carsten Bielefeld of Nordkran.



Teupen books largest UK order

German spider lift manufacturer Teupen has taken its largest UK order ever - a package of more than 20 units for Higher Access, now a division of Vp. The latest order includes the 21 metre Leo 21GT and 24 metre Leo 24GT as well as the new straight boom 'T-Series' including the 31 metre Leo 31T and 35 metre Leo35T.

Higher Access will also become the first rental company worldwide to take delivery of the new 42 metre Puma 42GTX taking two units this year and further units in 2017 and 2018.

Lucy Reynolds of Higher Access said: "Our philosophy at Higher Access has always been to supply premium equipment. This significant order, with others to follow, shows the faith we have in Teupen UK to support us, and endorses the progress made with the latest generation of their tracked models. Being part of Vp has allowed us to develop this longer-term investment strategy."



Higher Access will take two Teupen Puma 42GTX this year

New Movex pick-up

Spanish vehicle mounted platform manufacturer Talleres Velilla has launched a new 13 metre pick-up mounted platform, the Movex ATL14 featuring a short single riser and two section telescopic boom.

Working height is 13.2 metres, outreach 6.3 metres and platform capacity 225kg with a two-man fibre glass basket/bucket. The first unit is mounted onto a Ford Ranger and equipped with a flat bed and storage chests and four A-frame outriggers. The weight is said to be low enough for a decent payload.



The Movex ATL14 on a Ford Ranger offers 13.2m working height

72 Dinglis for GT

UK rental company GTAccess has taken delivery of 72 new Dingli slab electric scissor lifts. The first major order for the manufacturer in the UK includes the ultra-compact 13ft DL0607 micro scissor lift with direct electric drive, indoor/outdoor ratings, 240kg platform capacity, roll out extension and an overall weight of just 880kg.

The other model in the order is the 45ft, 1.2 metre wide DL1612 narrow aisle scissor lift, with direct electric drive, roll-out deck, 200kg platform capacity and an overall weight just under 3.2 tonnes.

Both models feature automatic pothole protection and are equipped with GT's 'GTA Secure' option which allows customers to restrict usage of the machine to their approved operators, limit the hours of use, generate reports and includes live tracking.



Andy Northwood of Dingli (L) hands over the first units to Jonathan Till of GT Access

New UK depot for Rivertek

Rivertek Services, the European Kato distributor opened its UK facility near Cannock, Staffordshire with an open day earlier this month. The Irish-based company showed a full range of Kato city-type All Terrains including a Kato CR-200Ri sold to crane rental company Dewsbury & Proud.

Rivertek managing director Colin Cleary said: "We are happy to relaunch a well-known brand in the UK and give crane owners another option when buying new cranes with our dedicated sales and support centre."



Rivertek operations manager Ivan Bolster with a Kato CR-200Ri

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Positive first half for Vp

UK rental group Vp - owner of UK Forks, Higher Access and Hire Station - says it has maintained its positive start to its fiscal year with good progress made in the majority of its markets. The UK division has 'enjoyed healthy trading within the construction and house building sectors, supported by solid demand from the infrastructure markets, and is delivering good year on year growth'. The International division, TR Group acquired in April, is said to be integrating well within the overall group and trading in line with expectations.



Upbeat sales forecasts from JLG

Oshkosh has updated its full year estimates and is more optimistic about JLG's sales performance expecting revenues to be at the higher end of its previous expectations. Earnings will be impacted with a \$27 million restructuring charge to outsource its aftermarket parts distribution centre and logistics operations in both the USA and Europe. It is also expecting to have a slower year in 2017.



Snorkel up 25%

According to Tanfield's half year results, Snorkel revenues increased 25 percent in the first half of the year, to around \$70 million. No further details were included, given that Tanfield is now a minority shareholder in Snorkel. We do know from Snorkel itself that while it continues to lose money it is getting close to reaching the break-even point.

As to Tanfield it booked a pre-tax loss of £117,000, almost half the loss for the same period last year. However given the write-off of its investment in SEV the company's total assets fell around £4 million to £36 million.



Ashtead's rise continues

Ashtead, owner of Sunbelt Rentals in North America and A-Plant in the UK, has reported a strong first quarter with total revenues of £707.1 million, 14.5 percent up on last year, while pre-tax profits increased by precisely the same percentage to £177.9 million. In the USA Sunbelt revenues improved to \$853.1 million, almost four percent higher than in the same period last year. Operating profits increased just over four percent to \$268.9 million.



Sales rise at Scot JCB

Scottish equipment distributor, Scot JCB's total revenues increased seven percent to £125 million for 2015 which reflected growth in market share and the upturn in the economy during the year. Pre-tax profits slipped five percent to £3.8 million due to "pressure on margins in a tough competitive climate and higher interest costs."



Strong sales rise at Haulotte

Haulotte has reported a 16 percent jump in half year sales and service revenues but saw a steep fall in profits. Total revenues for the first six months were up to €239.8 million, made up of an 18 percent jump in new machine sales to €203.4 million, rental revenues up two percent to €12.7 million while services increased eight percent to €23.7 million.

Operating profit for the period dropped 19 percent to €14.5 million with net profit plunging 42 percent to €9.9 million. The company expects to end the year with a five percent increase in revenues, the lower numbers due to comparison with a particularly strong fourth quarter in 2015. It does however expect its margins to improve over the rest of the year.



MacGregor acquires in Dundee

The MacGregor division of Cargotec has acquired a 51 percent stake in UK-based Flintstone Technology, a small company specialising in advanced technology and products within the mooring and fluid handling industries.



Tat Hong acquisition off

Tat Hong has advised that the take-over approach that received back in mid March has been dropped. It said that the counterparty would not be proceeding with its assessment of the potential transaction at this stage, in view of the current economic conditions impacting its own business. As a result all discussions between the two have ceased.



Manitex offloads Liftking

Manitex International has sold its Liftking Rough Terrain fork truck subsidiary to Mi-Jack Products for \$14 million. Illinois based Mi-Jack produces rubber tyres and rail mounted gantry and industrial cranes. The transaction, will generate net cash proceeds of \$13.3 million for Manitex, which the Company will use to pay down its North American bank debt. Manitex acquired the business in November 2006 for \$7.1 million. Last December the company sold its Load King trailer division to Utility One Source, for \$6.5 million in cash.



New owners for Goscor

Imperial Holdings - sold its share earlier this year in South African sales and rental company Goscor, The deal, completed earlier this year saw the Goscor group's management team acquire the business, supported by two of its minority shareholders - private equity firms Khulasande Capital Partnership and Unispan Holdings - for R1.03 billion (\$75 million) including the discharge of shareholder loans of R730 million (53 million). With the new shareholders all on board now, the pace of expansion is expected to increase.



For the full reports on all these stories check out Vertikal.net

Senior management changes at Spierings

Leo Spierings has regained 100 percent ownership of the Dutch self-erecting mobile crane manufacturer that bears his name. Two new directors - Ivo Kolman and Koos Spierings - have also been appointed. Spierings Holdings ran into difficulties in 2010 when part of the group was placed into administration. However the company quickly set out on a successful recovery plan, which this latest move completes.

Spierings, 62, will now focus his efforts on the technical development and innovation of the company's mobile tower cranes. Kolman, 45, will concentrate on the day to day general management. He joins from Groeneveld ICT Solutions where he was managing director for almost four years. Koos Spierings, 33, Leo Spierings' nephew will join the board as commercial director, responsible for all sales and marketing. For the past few years he has been managing sales in the UK and Benelux regions reshaping the overall commercial activities of the company.



(L-R) Ivo Kolman, Leo Spierings and Koos Spierings



The crane working with 130 metres of boom and 4,000 tonnes of counterweight

ALE 5,000 tonner completes first lifts

ALE's 5,000 tonne capacity AL.SK350 crane has completed its inaugural lifts in Brazil, where it is lifting and installing 40 modules - weighing up to 3,000 tonnes - onto a P-74 Floating Production, Storage and Offloading (FPSO) vessel in the south of the country.

The AL.SK350 was designed and commissioned for the project and claims to be the only crane capable of installing the modules complete and without additional relocation of the ship's hull, saving considerable construction time and money. The heaviest lift, will be the heaviest commercial load ever lifted by a single land based mobile crane.

The AL.SK350 is rigged with 4,000 tonnes of counterweight at a 49 metre ballast radius, with a 130 metre twin leg A-frame boom configuration with an 18 metre wide base. It is equipped with a 4,000 tonne main winch and 600 tonne high speed winch system. The AL.SK350's sister crane, the SK190, will be arriving in London in November for a series of heavy lifts at Earls Court.

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- **Christophe Simoncelli** has been appointed vice president **Potain** tower crane sales Asia and Middle East.



Christophe Simoncelli

- **Palfinger Marine** has won a contract for 66, 5.6 tonne PSM 400 cranes for Merkur offshore wind.

- UK rental company **Leggat Plant** has taken delivery of two 40t **Terex AC 40/2L** All Terrain cranes.

- **David Semple** has been appointed senior vice president, **Grove** mobile cranes Asia and Middle East.



David Semple

- Italian rental company **Cofiloc** has taken delivery of 60 **Haulotte** scissor and boom lifts.

- Activist investor **Richard McGuire** of **Mercato Capital** has taken a five percent stake in **Terex**.

- Austrian renovation contractor **Valent** has taken delivery of a 23 metre **Teupen Leo 23T** spider lift.

- UK rental company **Elev8 Access Platforms** has taken two 72m **Ruthmann T720** truck mounted platforms.



Jan Keizer

- **Eugène Derksen** is stepping down as chief executive of **Altrex** he is replaced by **Jan Keizer**.

- German rental company **Biberger** has taken delivery of two 20 metre **GSR** truck mounted platforms.

- Luxembourg-based **C.RO Ports** has ordered 34 **Kalmar DRG450 Gloria** reach stackers.

- **PB** has opened a new office in Spain with ex-sales manager **Andrea Dewald**.



Andrea Dewald

- Slovakian rental company **Vertical Solutions** has taken delivery of a **CMC S25** spider lift.

- UK rental company **LTS Powered Access** has taken delivery of 15 **Snorkel** slab electric scissor lifts.

- UK rental company **Wilson Access** has taken delivery of a new 57m **Palfinger P570** truck mounted lift.

- **Steve Foster Crane Hire** of the UK has added a new **Maeda MC405CRM** to its fleet.

- UK rental company **Extreme Powered Platforms** has taken six new **JLG 3614-RS** telehandlers.

- Italian aerial lift manufacturer **Airo** has sold its first 106ft **T34 JRTD** boom.



Tony Deatherage

- **Xtreme Manufacturing/Snorkel** has appointed **Tony Deatherage** as service manager for the Americas.

- **Enerpac** has appointed **Pooler-LMT** as UK agent for gantries, SPMTs and strand jacks.

- **Atlas** has appointed **Irving Equipment** as its exclusive USA crane importer.

- **Genie** hosted the **Access Alliance** and **Access Link** for their third quarter meetings.

- Dutch rental company **Boels** has ordered 30 **Easy Lift** spider lifts.

- **Terex** has appointed **Frank Schröder** and **Suresh**



Frank Schröder



Suresh Natarajan

- **Natarajan** as directors of product management.

- South Africa's **Goscor Access** has ordered 30 **Genie** booms and scissors including the new **SX135XC**.

- **Deutz** has appointed **Frank Hiller** as chairman, succeeding **Helmut Leube**, who is retiring.



Frank Hiller

- UK rental company **Extreme Powered Platforms** has opened a new location in Coventry.

- Panamanian rental company **Corpinsa** has taken a fourth **Potain MCR 160** luffing tower crane.

- **Sims Crane & Equipment** of Florida has appointed **David Wessin** as South Florida safety director.



David Wessin

- Russian contractor **Akvilon-Invest** has taken delivery of two **Raimondi** flat top **MRT111** tower cranes.

- Indonesia's **PT Freeport Indonesia** has taken delivery of three **Grove Rough Terrain** cranes.

- Swiss rental company **Fanger Kran** has taken a 750t **Liebherr LR 1750/2** crawler crane.

- **Genie** has appointed **Lee Edwards** as southern territory sales and dealer manager in the UK.



Lee Edwards

- German rental company **PFK Group** has taken delivery of three 50ft **PB S171-12E** scissor lifts.

- **Sims Crane & Equipment rental** has opened a new location in Titusville, on Florida's east coast.

- German rental company **BT Skylift Zeilinga** has taken delivery of two new **TCA Falcon** spider lifts.

- UK **Genie** dealer **Workplatform** has moved to a new larger facility in Castle Donington.

- **Asiagroup Leasing** has taken delivery of the first 250 tonne **Grove GMK5250L** to arrive in Asia.



Jason Woods

- **Jason Woods** the **IPAF** Middle East representative, has added India to his region.

- **Omme Lift Germany** has opened a second customer support location to cover the South.

- Indonesian contractor **GTA** has ordered a second 1,350t **Liebherr LR 11350** crawler crane with **PowerBoom**.

- Irish rental company **Davy's Lawnmower & Tool Hire Centre** has purchased 13 new 19ft **JLG 6RS** scissor lifts.

- UK-based **IPS** has promoted **Alex Vasilionka** to its parts sales team.



Alex Vasilionka

- Load measurement manufacturer **Straightpoint** has appointed three new distributors in the USA.

- German rental company **Dornseiff** has taken delivery of a 250t **Grove GMK 5250L** All Terrain crane.

- British port operator **ABP** has purchased two **Terex Gottwald G HMK 2204** mobile harbour cranes.

- **ATN** has appointed **Tony Hobbs** to the new role of UK technical manager.



Tony Hobbs

- **Ruthmann** has launched a new 25m 3.5 tonne mounted work platforms.

- UK-based **John Sutch cranes** has purchased three new **Tadano All Terrain** cranes.

- French crane rental company **S.E. Leverage** has taken delivery of a 1,200t **Liebherr LTM 11200-9.1**.

- UK rental company **Quick Reach** has taken 13 new 15ft **Genie GR-15** Runabouts.

- German access rental company **Wemo-Tec** has taken delivery of a **Ruthmann TB 270+** truck mounted lift.

- UK safety net association **FASET** has developed a guidance document for over-netting.

- UK-based rental company **Advanced Access** has taken 30 **Skyjack** electric scissor lifts.

- **TVH** has reached agreement with **F-TEC** to provide technical and training courses in the UK.

- The first 130 tonne **Euro4 Tadano ATF 130G-5** in the UK has been delivered to **Steve Foster Cranes**.

- **Tadano** has appointed **Heavy Iron Cranes** as distributor in North & South Carolina and parts of Georgia.

- UK rental company **Star Platforms** has appointed **Giuseppe 'Pep' Ventrella** as service manager.

- Austrian heavy lift company **Felbermayr** has opened a new site in Sulzemoos, Germany.



Jamie Graham

- **Liebherr USA** has appointed **Jim Strobush** as product manager, crawler cranes.

- **Xtreme Manufacturing/Snorkel** have appointed **Jamie Graham** as vice president of product support.

- **Skyjack** has worked with design students of **Humber College School of Applied Technology**.

- Philippine contractor **C.M. Pancho** has taken delivery of the first **Kobelco CKS900** in the country.

- **Klubb** has recruited ex **Comilev** engineers **Benoît Ribeiro** and **Jean-Claude Sarraute**.

- Sweden's **Skårs Gräv & Byggservice** has taken delivery of a **Spierings SK2400-R** tracked tower crane.

- **Wacker Neuson** has appointed **Wilfried Trepels** as chief financial officer.

- Turkish **Technic** has taken delivery of two more 128ft **Haulotte HA41RTJ Pro** articulated boom lifts.

- Japanese rental company **Fuji Kenki Lease** has taken delivery of a **Barin AB1400** under bridge inspection platform.

- Australian rental company **Alfasi Equipment Hire** has taken delivery of seven **Holland Lift HL-220 E12** scissor lifts.

- **IPAF** has appointed **Harald Fries** and **Rupert Douglas-Jones** as technical officers.



Harald Fries



Rupert Douglas-Jones

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Still getting bigger

Although there has only been one relatively large capacity crane unveiled by the major crane manufacturers over the past year, there has been much more activity from the specialist heavy lift companies such as ALE, Mammoet and Sarens. All three already have their own big lift machines, and all three are in the process of launching new versions or building more of their largest cranes for contracts around the world.

The latest ultra-heavy lift crane design has only recently been announced by Mammoet and Stooft Engineering and Innovation, with plans to jointly develop a crane with a capacity of up to 24,000 tonnes. Named the Focus, the designers claim it will have a maximum load moment of 1.5 million tonne/metres and one of its main features will be the ability to self-erect vertically, without the need for additional assist cranes, even when the main boom is more than 200 metres long.

Details on the self-assembly procedure are still a little sketchy,

however it appears that the process begins by installing a vertical lattice tower with a davit crane on top. Once the tower has reached full height it hoists up the twin derrick boom/back mast section by section and then does the same with the twin boom assembly. The tower then serves a heavy-duty pendant/link from the top of the back mast to the counterweight.

The designers say the crane will have a fast erection/dismantling time, as well as being manoeuvrable and containerised for easy international shipping. The distance between the foot of the boom and counterweight can be varied with



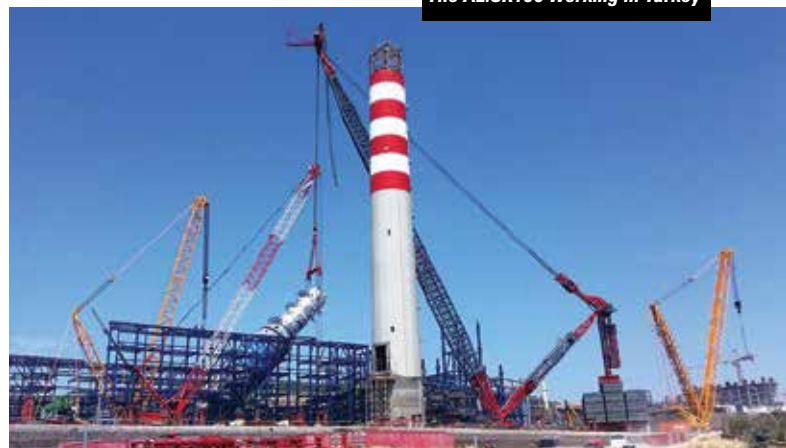
Mammoet and Stooft Engineering and Innovation are developing a new ultra heavy lift crane with a capacity of up to 24,000 tonnes



C&A

heavy lift

The AL.SK190 working in Turkey



The Mammoet Focus can self-erect in the vertical plane.



The ballast radius can be varied during a lift.

a load on the hook and can also be done while the crane is slewing. Quite how it 'slews' - given that the boom back mast pivots appear fixed - is not yet clear. With a variable tower connecting the back mast to the ballast it is possible to increase the ballast radius without lowering the back mast angle, allowing the counterweight to be positioned behind sizeable obstacles or structures, allow it to carry out a lift in very tight quarters without having to increase the ballast weight. There are still many questions to be answered about how exactly it will all work, but it is in good hands with Piet Stooft, the founder of Stooft Engineering, and a former technical director of Mammoet and responsible for designing the MSG 50 (Mammoet Sliding Gantry) in 1996 which had a maximum load

moment of 50,000 tonne/metres.

The MSG-50 claimed to be the first machine with containerised masts and components and was the forerunner of the MSG 80 ring crane (80,000 tonne metres) followed by the containerised PTC ring cranes with load moments up to 200,000 tonne metres.

World record lift

ALE has been very busy in the heavy lift sector, its 5,000 tonne, 354,000 tonne/metre, AL.SK350 which currently claims to be the world's largest capacity land-based crane performed its inaugural lifts in Southern Brazil last month. It is installing 40 modules - each weighing up to 3,000 tonnes - onto a P-74 Floating Production, Storage and Offloading (FPSO) vessel.

The AL.SK350 has been rigged in



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The 5,000 tonne, 354,000 tonne/metre ALE AL.SK350 is currently installing 40 modules - each weighing up to 3,000 tonnes - onto a P-74 FPSO vessel in Brazil



what is currently its biggest configuration, with 130 metres of twin A-frame main boom, an 18 metre wide base, 4,000 tonnes of counterweight and a 49 metre ballast radius. The crane has a 4,000 tonne main winch and 600 tonne auxiliary quick winch system. For heavier loads up to 5,000 tonnes a strand jack system can be installed.

The client apparently chose the AL.SK350 because it was the only crane capable of installing the modules complete and without additional relocation of the ship's hull, saving considerable time and money in the construction schedule. Before starting out the crane lifted a record test load of 3,300 tonnes. The AL.SK350 crane was announced in 2012 and designed and built for this contract.

Ronnie Adams, senior project manager on site said: "The crane is performing well and exceeding expectations with its high slew speed in combination with the 4,000 tonne winch system. Despite challenges faced by the weather, we have successfully completed the first set of lifts ahead of schedule."

An 8,000 tonne AL.SK

ALE offers various capacities of AL.SK cranes including the 4,300 tonne AL.SK190 and is currently working on the 8,000 tonne AL.SK700 with a load moment of 708,000 tonne/metres. It is essentially two AL.SK350s connected together with dual twin A-frame booms and a single control station.

Giovanni Alders, sales manager global projects division said: "We are receiving requests to lift up to 7,000 tonnes, particularly in the

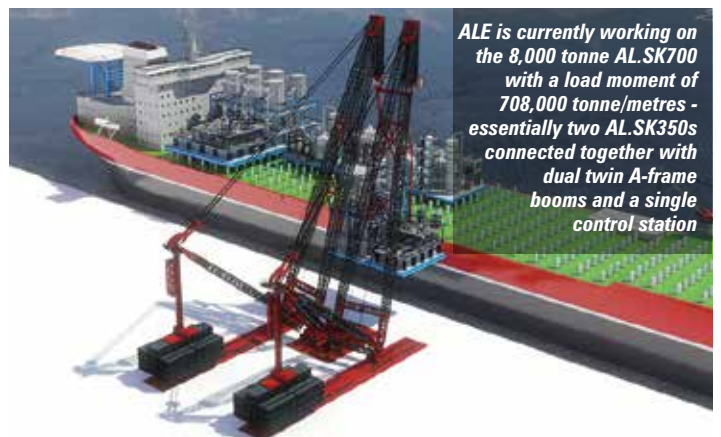
shipbuilding and offshore sector with the integration of heavier FPSOs and LNG modules onto new build hulls. We are always looking for innovative ways to solve our clients' challenges and reduce project schedules and money spent. By joining two cranes together into the AL.SK700 we can lift loads weighing 8,000 tonnes, which has never been previously achievable. This highly mobile solution will give clients the opportunity to build super-heavy modules and structures in any fabrication yard around the world."

3,400 tonne jib

The AL.SK cranes will also soon have a new modular design 3,400 tonne capacity heavy-duty jib with lengths of up to 100 metres. Built with S1100QL specialist high yield steel it is due to be tested later this year and will be used on the next FPSO module integration project in Nigeria during the first half of 2017.

AL.SK190 comes to London

Later this year the 'smaller' AL.SK190 will be set-up in the UK to remove several 500 tonne beams on the Earls Court demolition contract in London. The crane will



ALE is currently working on the 8,000 tonne AL.SK700 with a load moment of 708,000 tonne/metres - essentially two AL.SK350s connected together with dual twin A-frame booms and a single control station



ALE's new modular design 3,400 tonne capacity heavy-duty jib has lengths of up to 100 metres



Sarens will send one of its 3,250 tonne SGC 120 to the UK in the next month or so

lift the beams currently positioned over two London Underground tunnels and place them on SPMT trailers for removal. The AL.SK190 with long main boom will be set-up on a special foundation within the triangular site without needing to relocate the crane. This, along with the ability to lift the beams out in one piece, saves the problems associated with cutting the massive concrete structures into smaller sections, saving up to two years over the original plan in which the pieces would have been lifted out with high capacity tower cranes.

Sarens SGC to Newcastle

In the next month or so Sarens UK will also install one of its 3,250 tonne, 120,000 tonne/metre SGC 120 for a heavy lift contact in Newcastle. The crane can lift 600 tonnes at a 100 metre radius, and is a classic ringer design

slewing on a double ring track system

In summary

As module sizes - particularly in the petro-chemical sector - increased, the major crane manufacturers developed larger versions of its cranes, such as the 3,000 tonne Liebherr LR 13000 crawler, the 2,300 tonne Manitowoc 31000 and 3,200 tonne Terex CC2800 Twin. With low sales volumes, manufacturers lost the appetite to follow this market particularly as the heavy-lift companies looked to gain a competitive advantage by developing their own heavy lift machines. As these super cranes improve with greater flexibility and faster set up times, they are increasingly finding work outside of the traditional oil and gas sector such as on general construction projects. This trend is likely to change the heavy lift market permanently.

Liebherr's new 450 tonner



The 450 tonne Liebherr LTM 1450-8.1 designed with 'maximum usability' features an 85 metre boom



One of the LTM 1450s distinctive features is its variable hydraulically adjustable counterweight radius

Probably the only large All Terrain crane to launch this year was the Liebherr LTM 1450-8.1 unveiled at Bauma. We looked at this new 450 tonner in detail a few months ago, however to briefly recap, Liebherr has designed the crane not for maximum nominal capacity, but with 'maximum usability' in mind and has used a new long eight axle chassis, rather than modifying the LTM 1500 chassis to accommodate a longer 85 metre main boom which can handle 20 tonnes at full extension.

This is the longest boom available on a crane that can meet 12 tonne axle loads with the boom, outriggers and hoists on board. Add the seven to 35 metre swingaway extension and it ought to be ideal for erecting large tower cranes as well as wind turbines. Maximum system height is obtained with the 14 to 84 metre luffing jib.

One of the LTM 1450s distinctive features is its variable counterweight radius, it is able to adjust the ballast radius - or tail swing - from five to seven metres by simply pivoting the two counterweight side cheeks. The main benefit, according to Liebherr will be on sites with limited space, where even operating with the reduced five metre tail swing will give it long reach capacities as good as a strong 200 tonne crane.

The LTM 1450 has a maximum counterweight of 135 tonnes which is compatible with the LTM 1350-6.1, the LTM 1400-7.1 and Liebherr nine axle cranes. The second winch - with its block for luffing jib operation - can

be installed quickly as it is secured direct to the counterweight frame. All the rear axles have active electro-hydraulic steering, depending on the vehicle speed. This increases manoeuvrability while reducing tyre wear. Five steering programmes can be selected and there is no need to raise the centre axles in crab mode.

The LTM 1450-8.1 is also the fourth and largest Liebherr All Terrain to feature its single engine concept. The lack of Y-guy boom support system, means duties will not be as good as the 500 tonne LTM 1500 rigged with Y-guy. However in areas with limited set-up and working space it may have the advantage. It will also appeal to most European jurisdictions where 12 tonne axle loads are the maximum permitted. Liebherr's LTM 1500 can only meet his requirement with its 50 metre boom, the 84 metre option, has to be removed for transport. The concept appears popular as Liebherr says that it booked orders for 30 units at the launch.

Styrian wind farm

Austrian crane rental company Prangl used its nine axle Terex AC 1000 for the first time to erect 14 wind turbines on the ridge of the Pretul mountain in Styria at an altitude of 1,600 metres. The Enercon-operated wind farm was accessible only up narrow and mostly unpaved winding roads and slopes with gradients of up to 18 percent. The drive up to the site took the big crane more than two hours.



Prangl used its nine axle Terex AC 1000 for the first time to erect 14 wind turbines on the ridge of the Pretul mountain in Styria at an altitude of 1,600 metres



The Enercon-operated wind farm was accessible only up narrow and mostly unpaved winding roads and slopes with gradients of up to 18 percent.

The winding roads proved to be a challenge with two of the passes so narrow that it was only possible to tackle them in reverse - a trick Prangl site manager Peter Glier has used several times when dealing with difficult uphill drives with big cranes.

The last stretch in the route was so steep that the Prangl team used a tractor at the front of the crane to

help in case the wheels of the AC 1000 started spinning and slipping due to the gradient and ground surface. Once on site the two man Prangl team took two days to set up the crane and start lifting the steel base sections, nacelles and rotor blades weighing up to 58 tonnes to a maximum height of 78 metres and radius of 21 metres. All 14 wind turbines were erected over a three month period.

Boom Booster on mega turbine

German crane company Hofmann Kran-Vermietung used its 650 tonne Terex Superlift 3800 crawler crane with full Boom Booster attachment to erect a 227 metre Nordex wind turbine near Bickenbach in the Hunsrück mountain range for client KS Regenerative Energie.

With a hub height of 164 metres and lifts weighing up to 80 tonnes, Hofmann configured the crane with all seven, 12 metre by 3.5 metre wide Boom Booster sections which increases lifting capacities by up to 30 percent. Main boom was 165 metres long topped with a 12 metre jib.

The Flex Frame and split tray options also proved useful in that they allowed the Superlift radius to be increased from 13 to 21 metres so that it could raise the 3800's 177 metres of boom and jib, without the need for an assist crane and then once the boom was up the additional counterweight was removed, leaving just 25 tonnes of suspended counterweight and the superlift radius was reduced to 13 metres, making the machine more compact.

Hofmann had already used the crane to carry out several standard wind turbine lifts with hub heights up to 144 metres, but the Bickenbach project was the first time it had erected a turbine with a 164 metre hub height.

Setting up on the steep gradient was also a problem with the erection engineers constructing a level support platform the same length as the boom.

Crane operator Christoph Bergmaier said: "We used the Flex Frame to move the working counterweight closer to 13 metres, which enabled us to comfortably manoeuvre the crane in the tight conditions. Once installed the Boom Booster worked with the same precision and smooth response of the standard main boom - you can't tell the difference at all."



Hofmann Kran-Vermietung used its 650 tonne Terex Superlift 3800 crawler crane with full Boom Booster attachment to erect a 227 metre Nordex wind turbine near Bickenbach in the Hunsrück mountain range

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The 40 year old bridge on the hook of the Liebherr LG1750

Covered bridge lift

As part of the Stuttgart 21 infrastructure project in Southern Germany, crane rental company Wiesbauer used its Liebherr LG 1750 mobile lattice boom crane to remove the western half of a covered wooden pedestrian bridge over the River Neckar and replace it with a new railway bridge. The project is a part of the new and upgraded Stuttgart to Augsburg railway system which includes a new main railway station in Stuttgart as well as 57km of new lines and 30km of tunnels.

The LG 1750 - Wiesbauer's largest crane - was assembled alongside the 72 metre long pedestrian bridge on the banks of the river. The total weight of the bridge - which was installed in 1977 - was calculated to be 110 tonnes, however due to a number of gusset plates and other additional reinforcement the bridge was found to actually weigh 142 tonnes once the crane had it fully on the hook.

The Liebherr LG 1750 was configured with 84 metres of main boom and 31.5 metres of derrick boom, 170 tonnes of on-board counterweight and 360 tonnes of suspended ballast at an 18 metre radius on a 12 metre square support base. The configuration provided more than enough capacity to lift the 142 tonne bridge at a radius of 52 metres. The wooden bridge was slowly swung over the river and positioned on the bank for dismantling. When it was installed for the Federal Garden Show it was one of the longest covered wooden bridges in the world. The eastern section of the structure is to be removed over the next few months.



The 72 metre wooden bridge is deposited on the bank of the River Neckar

Turnkey installation saves time and money

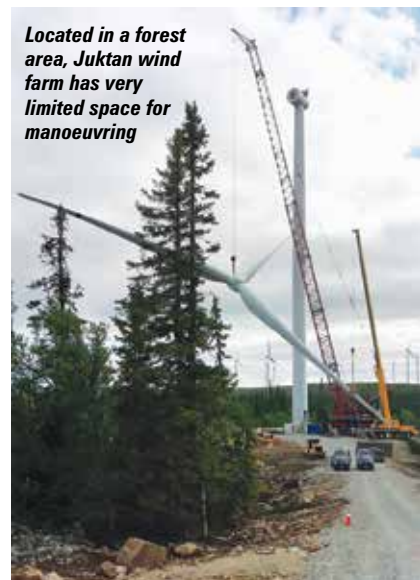
Mammoet Wind has carried out the complete turnkey installation of nine Siemens wind turbines at the Juktan wind farm in Blaisjö, Sweden for client Vattenfall. By managing the whole project - including shipping, onshore transportation, crane operations and both mechanical and electrical installation - Mammoet was able to complete the contract two weeks ahead of schedule, saving the client time and money.

Denmark's Siemens Wind Power manufactured the SWT 3.2 Direct-Drive turbines, which together with the blades and other components were picked up by Mammoet at four different production facilities and then transported to the Danish port of Aarhus before shipping to



Mammoet was able to complete the contract two weeks ahead of schedule, saving the client time and money

Located in a forest area, Juktan wind farm has very limited space for manoeuvring



Skelleftehamn in Sweden. They were then taken by truck and conventional trailers to Juktan, after organising the road surveys along the transport route and providing engineering support for road layouts and hardstands on site.

Located in a forest area, Juktan wind farm has very limited space for manoeuvring, particularly for three of the nine turbines. The other

six turbines were to be erected using full rotor installation but limited space around three turbines meant using the more time consuming individual blade installation method. However Mammoet found a way to install all nine turbines as full-rotor installations, despite the restricted space which saved almost two days of installation per turbine and two weeks in total.

Brian Bech Hansen, project manager for Mammoet Wind said: "By carrying out the entire project Mammoet Wind has demonstrated the benefits of one contractor taking on the full responsibility for executing a project."

First PowerBoom in South East Asia

Indonesian company Guna Teguh Abadi (GTA) Construction has ordered a second 1,350 tonne capacity Liebherr LR 11350 which will arrive at the end of the year complete with Liebherr's PowerBoom - the first in Southeast Asia. The PowerBoom comprises two parallel booms in the lower section of the main boom joining into a regular single boom and according to Liebherr, can achieve lifting capacities of an 1,800 tonne class crane making this one of the most powerful crawler cranes in the region.

GTA Construction will use both units for major projects in Indonesia in petrochemicals refineries and gas processing plants as well as fertiliser facilities and raw material

smelters. In addition to major plant construction, GTA also carries out expansion work to existing production plants.

"Since we estimate increasing demand for lifting work over 1,000 tonnes, the decision to buy a second crane of this type was a natural one," said GTA president Kaoru Hirota. "With its minimal derrick radius of 15 metres, the LR 11350 is a great solution for constricted sites. The fact that the LR 11350 can also be operated in a main boom only configuration - without the additional derrick boom - is of utmost importance to us compared to other cranes in this class.



GTA using its Liebherr LR 11350 in Indonesia



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Tallest turbines in North America?

New England-based general contractor and wind power specialist Reed & Reed of Woolwich, Maine, is using a 700 tonne Manitowoc MLC650 crawler crane with VPC-MAX attachment to erect 17 large wind turbines in challenging terrain in the mountains of eastern Maine.

The project required a crane that not only had sufficient reach and capacity, but that could also be easily erected and disassembled and have a compact footprint to navigate the narrow mountain roads, which could not be widened because of surrounding wetlands and soft soil. The crane will need to be taken apart and moved seven times during the full contract.

The MLC650 is rigged with 128 metres of boom and a 7.6 metre offset upper boom point, providing an overall tip height of 137 metres. It first installs the 116 metre tower sections, followed by the 86 tonne nacelles which need to be lifted to a height of 126.5 metres and a radius of around 24 metres. The crane had plenty in reserve being able to handle over 113 tonnes in this configuration.

"We have had to break the crane down and move it four times so far - it's a big job when you consider that the MLC650 takes 45 tractor/trailer loads to move," said Gardiner Parker of Reed & Reed. "It would be an even bigger endeavour with a more traditional, cart-equipped crane. With fewer components to consider, the MLC650 is an easy crane to transport compared to other crawlers in the same class."

"Working on the side of a mountain, it's hard to make a level area for the crane's crawlers. But the MLC650's smaller footprint helped us to erect the crane in a relatively small area. The VPC not needing a cart behind the crane, makes the pad construction a lot easier. With an older crawler crane, there's no guarantee that we would have been able to set it up."



The MLC650 is rigged with 128 metres of boom and a 7.6 metre offset upper boom point, providing an overall tip height of 137 metres



Reed & Reed is using a 700 tonne Manitowoc MLC650 crawler crane with VPC-MAX attachment to erect 17 large wind turbines

A 250 tonne Manitowoc 999 and 90 tonne Manitowoc 10000 are also assisting operations, erecting base and mid-tower sections as well as assisting with assembly and disassembly of the MLC650. Construction on the project began in

May, and the wind farm is expected to become operational later this year.

The turbines will be among the tallest in North America, with each turbine capable of generating 3.3 MW.

Innovative solution at Yorkshire EfW development

Ainscough Crane Hire came up with an innovative solution on the development of the new 320,000tpa EfW (Energy from Waste) plant at Allerton Waste Recovery Park in North Yorkshire. The solution to use a mobile tower crane from the Ainscough fleet was a simple but positioning it at the bottom of a 28.5 metre deep concrete waste bunker was more of a problem.

With an Ainscough 600 tonne Terex CC 2800-1 crawler crane already on-site lifting items such as the plant's 160 tonne boiler, it was decided to use the crawler crane to lift and lower the mobile tower crane into the base of the bunker. Once inside the tower crane would unfold into its operating position and carry out the necessary lifts to complete the construction before being lifted out again.

After numerous CAD drawings, method statements and the centre of gravity calculations had all been completed, the Liebherr MK110 mobile tower crane was lowered down into the bunker with limited rigging space and just 1.5 metres of clearance at either side. From start to finish the lift took around five hours and passed off exactly as we had planned. The crane spent around ten weeks in the bunker before being removed.

Construction work began in 2014 and is expected to be completed next year with the new facility becoming fully operational in early 2018. As well as reducing the amount of waste going to landfill by 90 percent, it will also generate enough energy to power the equivalent of 40,000 homes.



The Liebherr MK110 mobile tower crane being lowered into the bunker by the 600 tonne Terex CC2800-1

Bigger than you think!

Sarens is one of the world's leading heavy lift and transportation companies operating in 60 countries with a fleet of around 1,400 cranes topped by its 3,200 tonne SGC-120. Mark Darwin visited its UK headquarters in Middlesbrough to chat with country manager, Grant Mitchell.

Sarens in the UK - just like the Sarens Group - prefers to keep a low profile, but is a lot bigger than many think. Whilst the family company goes back four generations to the 1930s, the UK division was formed when it bought the heavy crane fleet of

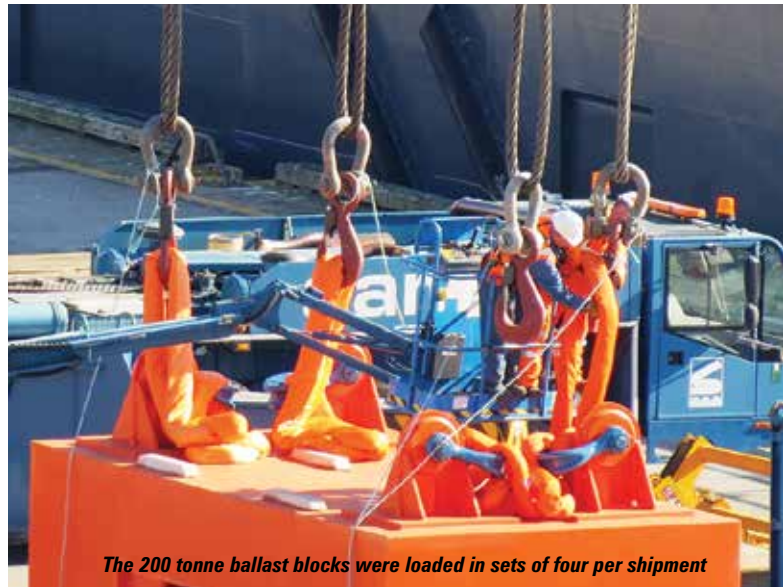
Initial GWS, around the same time (2001) that Ainscough acquired the GWS depot network and smaller crane fleet.

The UK operation currently has a fleet of around 50 cranes, but over the next few years, has plans to increase this to between 70

A Sarens gantry working over Europe's deepest shaft on the Lee Tunnel project in East London



Sarens provided its biggest UK mobile crane - the Gottwald AK680-3 - to load 24, 200 tonne ballast blocks onto a specialist vessel - the Olympic Orion



The 200 tonne ballast blocks were loaded in sets of four per shipment

and 80, while adding to its depot network with a second London location. What is surprising about the company is not only the amount of cranes in the group, but also the number of large capacity cranes - enough to carry out almost any lifting contract whatever its size.

Almost to emphasise this point the day after my visit with Grant Mitchell, the company announced winning its biggest contract ever - the \$36.8 billion Future Growth and Wellhead Pressure Management Project for the Tengiz oil field on the North Eastern shores of the Caspian Sea for Tengizchevroil. Sarens in the UK will be particularly involved in this project as Tengizchevroil is based in Farnborough, UK but it will also be supported by Sarens specialists in Kazakhstan, Belgium, Poland, Finland and Bulgaria.

Sarens is contracted to develop and operate two Trans-Shipments Bases - one in Finland and one in Bulgaria - where cargo will be offloaded from ocean-going vessels and reloaded onto smaller Russian inland waterway vessels for onward delivery into the region. At the

Kazakhstan site, the modules will be off-loaded, stored, stacked and transported to their final installation points. The project will start next year and run through 2020.

"This is the largest crane and lifting contract ever let in the world," said Mitchell. "Our largest crane will be onsite for three years. The group's resources are huge, for example it has about 80 cranes with capacities between 600 and 1,000 tonnes, eight CC8800-1 and two boom booster kits. Even in the UK we had 10 crawler cranes above 600 tonnes for many years."

Mitchell took over as UK sales director in 2011 and as managing director in 2013, after joining from Ainscough. Prior to that he worked with Baldwins Industrial Services and started his crane career with Sparrows Crane Hire.

"When I took over, Sarens in the UK was very much a lattice boom crane company. Between 2010 and 2015 the company had won several large contracts which meant having 10, 600 tonne plus crawler cranes based in the UK. The advantage of this was that we could

offer our equipment against lowest mobilisation rates whereas other companies had to bring them in from mainland Europe.”

The fluctuating economy does not perhaps have as much effect on Sarens in the UK as other companies, in that it buys very little equipment itself, using the majority from its parent company.

“When work for the large cranes slowed we were fortunate that Sarens could use them around the world. Apart from our fleet of crawlers we have invested heavily over the past five years - spending more than £18 million in the UK last year - on mobile cranes.

The company already has numerous larger All Terrains, including an 800 tonne Liebherr LTM 1800, and 550 tonne LG 1550, a 700 tonne Terex AC700 and two Liebherr 500 tonners and recently added two 750 tonne LTM 1750s, another LG 1550 and three more 500 tonne Liebherrs. It also has a 400 tonne Faun, two 300 tonne Groves and a new 220/160 tonne Terex along with a 160 tonne and a couple 100 tonne Liebherrs.



Sarens UK had 10 crawler cranes above 600 tonnes in its fleet for many years

“We still have a policy of keeping to cranes of 100 tonnes and above” he said. “We may keep a low profile but our heavy crane fleet is second to none.”

Mitchell would also like to expand the business for cranes between 100 to 250 tonnes. “We have a couple of 100 tonne LTRs and 160 tonne Liebherr LR 1160s but would like to expand as there are only

a couple of UK companies in this sector.”

The cranes are usually purchased by Sarens headquarters in Belgium and then leased to subsidiaries. “Sarens is still a family business and the owners love buying cranes,” says Mitchell. “Together we decide the required type of cranes and specification we need for each specific market. This gives us

maximum flexibility and a well-balanced fleet.”

Brexit?

For Sarens in the UK the only problem relating to the Brexit vote is the volatility of Sterling. The exchange rate has both pluses and minuses. The company does a lot of work in the wind sector and these contracts are priced in Euros. Foreign-based competitors who

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work solely in Euros would also be less interested in working in the UK resulting in more work for UK-based companies.

Rental rates

Currently workload in the UK is holding up but the rates could be a lot better. Mitchell has been in the crane business since 1975 and can remember the 'good times'.

"In 1987/88 Grayston White and Sparrow owned a Gottwald AK680 and carried out a contract over the Easter bank holiday lifting a chiller unit for one of the banks. The crane started to set-up on the Thursday carrying out the lift Saturday then de-rigging and leaving site on the Monday. The charge for the lift was £100,000. Now move on 20 years and we did exactly the same lift in reverse, taking out the chiller unit with a 500 tonner and we charged £12,000! So has the industry progressed? You will only make money with cranes if you have something no one else has. At Baldwins we were the first to get the 400 tonne Liebherr and made very good returns for two years - then others entered the market and the rates come down."



The aim in the UK is to increase the work of the engineering solutions division, which deals with projects using gantries, jacking, skidding and SPMTs

Favourite crane?

Being in the industry 41 years, Mitchell has come across many cranes - but which is his favourite? "In the early to mid-1980s there was the ground-breaking 200 tonne capacity Demag HC510 but only a few were sold in the UK. It was unheard of to have a 200 tonne crane on six axles - they were usually eight or 10 axles - and

with its 45 metre main boom and 48 metre luffing jib and 5.2 metre outrigger spread, it was great working in London erecting tower cranes that other cranes couldn't do."

The future?

"One aim in the UK is to expand the crane fleet and add a couple of depots. However the main drive

over the next few years will be to increase the work of the engineering solutions division, which deals with projects using gantries, jacking, skidding and SPMTs," he says. "Instead of the odd engineering job we want to build up the engineering equipment permanently based in the UK. Eventually growth in this area may account for about 40 percent of the UK turnover."

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Levelling boom lifts

This year has seen the introduction of two new self-propelled boom lifts equipped with levelling outriggers from manufacturers Dinolift and ATN. This concept is far from new, special one-off modifications to standard boom lifts have been around since the early 1980s, if not before. As long ago as 2004 Spanish manufacturer Matilsa launched the 37ft Parma 13A and 62ft Parma 21D self-propelled booms with levelling jacks. It now produces four models, having since added the 46ft Parma 16D and 53ft Parma 18D.

While units have sold it has been anything but a runaway success. Other boom lifts with outriggers, include the semi self-propelled models from Niftylift, Bil-Jax and Dino etc. These have been regular sellers over many years, but are different products, being much lighter and with outriggers that must be set before the boom is raised, while the Matilsa, ATN and Dino booms are fully self-propelled units with levelling jacks that can be deployed if and when required.

So why now?

So what do ATN and Dino know that encouraged them to launch such products? Might it be related to the fact that North America's ANSI and CSA standards are set to change in January as they, along with European and Australian standards merge under the ISO banner? One of the new requirements is better tilt sensing, complete with cut-out protection. In the past users of boom lifts could ignore or even disable the tilt alarm and work on slopes of five degrees or more although they increased the risk of overturning. So will the new products and the new standards re-ignite interest in what has until now been a very niche type of platform, while further boosting the semi self-propelleds?



The Dino leveller

In April Dino lift unveiled a levelling option for its innovative 66ft

220XSE articulated boom lift with its oversized 1.3 x 2.4 metre platform, 350kg unrestricted platform capacity, pallet loading gate and fork attachment. Four self-levelling jacks allow the fully self-propelled machine to level-up and work on slopes of up to 12 degrees. In all other respects it retains the base machine's specification, including 22 metres working height, 13 metres of outreach, around five metres of reach below ground level, 360 degree continuous slew, 180 degrees platform rotation, 150 degrees of jib articulation, four wheel drive, and the 'intelligent driving system', which automatically switches the steer and drive controls, so that forward always means forward. A built-in mechanical secondary guarding system is also included.

So how does the ATN Zebra 16 Stab compare?

	Full Self Propelled		Semi Self- Propelled alternatives			
	ATN Zebra 16 Stab	Matilsa Parma 16D	Nifty SD170	Bil-Jax 45XA	Nostrolift XS190	Dino 205RXT
Working Ht	16.4m	15.8m	17.1m	15.5m	18.7m	20.5m
Outreach	9.3m	7.5m	8.7m	8.2m	8.0m	12.6m
Platform capacity	230kg	240kg	200kg	226kg	230kg	215kg
Up & over	7.4m	7.4m	6.3m	6.3m	-	5.9m
Jib articulation	Yes/133°	No	No	Yes/150°	Yes	No
Overall dimensions m LxWxH	5.69x 2.44x 2.25	5.7x 2.27x2.2	5.6x 1.6x2.1	5.5x 1.67x1.98	6.3x 2.1x2.3	5.85x 2.11x2.41
4x4 Drive	Yes	Yes	Yes	Yes	Yes	Yes
4 wheel steer	No	Yes	No	Yes	Yes	Yes
Oscillating axle	Yes	Yes	No	No	Yes	Yes
Weight	7,200kg	7,900kg	2,750kg	2,358kg	3,700kg	4,200kg
Drive speed	6kph	5kph	8.3kph	7.6kph	3.6kph	4.7kph
Gradeability	45%	40%	30%	45%	35%	35%
Outrigger type	Vertical	Vertical	Out and down	Out and down	Out and down	Out and down



The new ATN Zebra 16 Stab with levelling outriggers



The Dino 220XSE with levelling option.

All machines will be equipped for the levelling attachment simplifying retrofit at a later time. The first production unit was delivered to Swiss construction and logistics company Christen in June.

The ATN Stab

More recently ATN unveiled the 49ft ATN Zebra 16 Stab articulated Rough Terrain boom, it features a 16.8 metre working height, 9.3 metres of outreach, 45 percent gradeability and 400mm of ground

clearance. Its four auto-levelling vertical jacks - deployed from the basket - allow the operator to use the platform anywhere on the jobsite, including slopes or steps. Just one thought though - deploying the outriggers from the basket is a time-saving feature, but as mats are required under the outriggers it may not be quite as advantageous as it seems.

The other specifications are similar



The 16.8 metre working height ATN Zebra 16 Stab has four auto-levelling vertical jacks deployed from the basket, oscillating axle and solid perforated tyres

to the standard ATN Zebra 16, with oscillating axle, solid perforated tyres, an on-board LCD colour diagnostic screen system with hour meter and a Kubota diesel mounted on a sliding tray to access components. Options include secondary guarding, AC power, compressed air to the platform, a 2.5 kW generator and automatic stop when the machine exceeds a five degree slope.

How does the ATN stack up?

Compared to Matilsa's 16D the ATN features over half a metre more working height, 1.8 metres more outreach, an articulated jib, and is over half a tonne lighter.

It is however slightly wider, than the older Matilsa and does not offer four wheel steer which is standard on the Matilsa. So all in all ATN has done a good job with this new model in terms of critical performance features.

However, when buying such a machine it does pay to compare with the semi self-propelled alternatives, which are much lighter, offer similar reach characteristics, apply a significantly lower ground bearing pressure, and in the case of the Niftylift, are faster when stowed and probably cost considerably less? There will clearly be applications for both, and one



In 2004 Spanish manufacturer Matilsa launched the 37ft Parma 13A and 62ft Parma 21D self-propelled booms with levelling jacks. It now produces four models including the Parma 16D



The Nifty SD170 is fast and light

thing the semi's cannot do is go out as a regular self-propelled boom lift, which for some smaller to mid-sized rental fleets will be a serious consideration.

Lighter alternatives

But if the need to work on slopes is the key driver for buying one of these machines, buyers should also consider the semi-self-propelled alternatives, such as the Niftylift SD range which offers working heights of 21 metres, and the three model Dinolift RXT line, which is topped by the 265RXT with its 26.5 metres of working height. They are a lot lighter, for example the 73ft Dinolift 240 weighs just 4.4 tonnes and is

around 300mm narrower, yet offers two metres more working height, although not quite as much outreach and considerably less capacity.

New big booms

Both Genie and JLG have launched big boom lifts in the last six months, with JLG unveiling a 150ft articulated in April, while more recently Genie showed its all-new 135ft straight boom.

As we have already covered, the surprise at Bauma was JLG's 150ft 1500AJ Super Boom, which immediately became the world's largest articulated boom lift, a record previously held by the aging JLG 150HAX, which dated back to 1991. The new 1500AJ has 23.5 metres of outreach and an up and over clearance of 18.3 metres, while maximum platform capacity is 450kg or 270kg unrestricted. As you might expect the 1500AJ is more compact than the old 150HAX, both to move and operate, with a stowed width of 2.5 metres compared to just over 3.5 metres, and a working width of five metres compared to 5.5 metres. Total weight is about the same at 26 tonnes. Interestingly it is substantially heavier than the 150ft straight boom but it does include a rotating articulated jib, with the ability to rotate 125 degrees. Deliveries will begin early in the new year.



The Dino 205RXT features a high specification in a lighter package to a full self-propelled boom

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The all-new 135ft Genie SX-135XC telescopic boom features a new 'mini' X-type chassis



When Genie celebrated its 50th anniversary last month it did not limit its efforts to a party for customers and dealers, but took the opportunity to launch and preview new products while announcing details of its plans to meet the new ANSI/CSA/ISO standards that could come into force as soon as January.

A winning specification

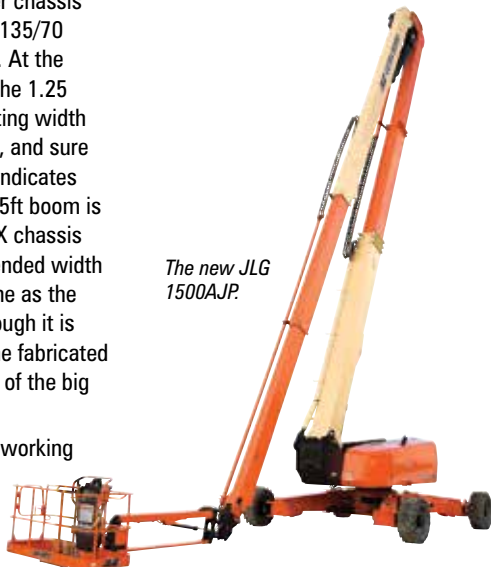
The star of the show was the all-new 135ft Genie SX-135XC telescopic boom on a new 'mini' X-type chassis. The original X chassis was designed for the Z-135/70 which launched in 2005, with an extended overall width of 3.94 metres. But in 2013 Genie launched the 180ft SX180 telescopic boom lift, with a wider version of the X chassis - 5.2 metres when extended. Obviously the extra width was required to take the bigger boom. However at the same time the bigger chassis was placed under the Z-135/70 to create the ZX-135/70. At the time we predicted that the 1.25 metre increase in operating width would not suit everyone, and sure enough feedback since indicates that a more compact 135ft boom is required. The new mini X chassis is just that, with an extended width of 3.94 metres - the same as the original X chassis - although it is entirely new adopting the fabricated design and construction of the big X chassis.

The SX-135XC boasts a working height of 43 metres and a class leading 27.5

metres of outreach, with an impressive working envelope thanks to a new extra-long - 5.48 to 9.14 metres - telescopic jib, with 125 degrees of articulation - 55 degrees below horizontal and 70 degrees above. It also offers six metres of below ground level reach. Maximum platform capacity is 454kg, although this is restricted to a retracted telescopic jib. As soon as it is extended the capacity automatically drops to an unrestricted 300kg. A simple set of three lights on the control panel indicates the capacity mode.

Power comes from a Deutz Tier 4/ Stage 3B diesel, with four wheel drive, oscillating axles and four wheel steer. Overall weight is 21,727kg, with a transport length of 13.3 metres and an overall width of 2.45 metres. Shipments of the new lift are due to begin later this month.

The new JLG 1500AJP.



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So how do the big booms compare?

Model	Platform Height	Outreach unrestricted	Capacity unrestricted	Capacity restricted	Outreach restricted	Jib type	Jib articulation	Jib Slew	Total weight	Overall length	Working width	Stowed width
JLG 1200SJ	36.7m	21m	230kg	450kg	22.9m	Fixed 2.44m	130°	180°	18,500kg	10.64m	3.81m	2.49m
Genie S-125	38.15m	24.38m	227kg	N/a	24.38m	Fixed 1.52m	135°	No	20,112kg	12.17m	3.35m	2.49m
Haulotte HT43RTJ Pro	40.2m	21m	230kg	450kg	18m	Fixed 2.4m	140°	150°	21,400kg	12.3m	3.3m	2.5m
Genie SX135XC	41m	27.4m	300kg	454kg	23.8m	Telescopic 5.5 to 9.1m	125°	No	21,727kg	13.3m	3.94m	2.49m
JLG 1350 SJP	41m	22m	230kg	450kg	24.4m	Fixed	130°	No	20,400kg	11.86m	3.81m	2.49m
JLG 1500SJP	45.7m	20m	230kg	450kg	24.3m	Telescopic 4.6 to 7.62m	120°	No	22,000kg	13.2m	3.81m	2.49m
Genie SX150	46m	24.4m	340kg	N/a	24.4m	Fixed	135°	60°	22,997kg	13.0m	5.03m	2.49m
JLG1500AJP	46.1m	23.5m	272kg	450kg	21m	Fixed 2.44m	130°	125°	26,027kg	12.1m	5.0m	2.5m

The chart above shows how the new Genie SX135XC stacks up against other straight booms in the 125 to 150ft range. We have also added in the new 150ft JLG articulated.

Meeting the new standards

All manufacturers are currently busy working on meeting the new ANSI and CSA standards which come into force in the new year. Two of the most challenging aspects of the new ISO compliant rules are platform overload systems that will meet with North American customer satisfaction and tilt sensing control. The problem is that regardless of the operating manuals, safe practice and training many boom lift users still overload platforms and operate on slopes, even though most manuals clearly state that they should only be operated within the maximum capacity and only operated on 'firm level ground'.

XC models

Genie has been the first manufacturer to declare its hand with its new XC (Xtra Capacity) models with a higher 300kg unrestricted capacity and 454kg with a restricted working envelope. The plan is to add this feature to all machines for 2017. Genie is hoping that with the additional benefits of a higher unrestricted capacity along with a high restricted capacity, will offset any resistance to the built-in overload cut-out system. The capacity status will be communicated by three lights on the control panel. For example, if an operator sets out from the ground with 400kg in the platform, a light will inform him that the machine is in the restricted working envelope mode and will limit the machine to that chart. If he sets out with 250kg in the platform the unrestricted light will shine. If he then adds material while at height, the status will change to restricted status. If the platform is already beyond the unrestricted envelope,

or more than 454kg is added, the overload light will come on and the machine will be in cut-out mode, requiring the material to be removed before proceeding. It might require for example that the operator simply move the machine a little closer to the work.

Advanced tilt sensing

As to tilt sensing, Genie is still finalising the details of this, but hopes to be able to offer a benefit by giving its machines a restricted envelope for working on slopes, rather than simply cutting the machine out any time it goes beyond the maximum permitted slope. Once again this could provide greater versatility while remaining within the machines safe working limits. The big question is how many permutations to offer - just two modes, or an infinite chart that increases the slope allowed depending on how much boom is out, what angle the boom is at and how much is in the platform? In all likelihood the system that goes into production will be a simple two stage chart such as unrestricted on slopes up to two or three degrees and then perhaps a restricted envelope for slopes of up to say 10 degrees.

What will it cost?

Genie says that the extra costs involved with the XC overload system and advanced tilt sensing will be relatively minor as it will now be able to integrate the overload system into the machine's electronics, eliminating the cost of its current bolt-on system for Europe and those countries currently requiring overload cut-out. It also expects the integrated systems to offer improved accuracy and greater reliability.

Are the Chinese coming?

So far the Chinese aerial lift manufacturers have had made little impact in western markets,



Dingli will launch eight all-new boom lifts designed in Italy by Magni in November

particularly for boom lifts. But both Mantall and Dingli currently working on new products that might help them change that and also updating distribution methods and networks to help them finally break into the European and US boom lift markets. Dingli is without question taking the more radical approach and has already made some solid progress with its slab scissor lift products. It now plans to launch eight all-new boom lifts at Bauma China in November with working heights of 14, 18, 22 and 28 metres designed

for Dingli in Italy by Magni, in which it acquired a 20 percent equity stake earlier this year.

So far it is keeping the details of these new models close to its chest, but with Magni involved you can expect something quite innovative, designed and built to a very high standard. As a result, though prices are likely to be at western levels they face the age-old challenge of how to persuade buyers to investment when both the product and the brand does not yet have a well-established global resale value.



The Genie XC (Xtra Capacity) models have a higher 300kg unrestricted capacity and 454kg with a restricted working envelope

50 years of Genie

Genie formally celebrated its 50th anniversary in September with a series of events at its corporate headquarters and plant in Redmond and a location in central Seattle, Washington, attended by almost 300 customers and distributors. The founder and previous owners were represented at the closing ceremony by the founder's son Ward Bushnell, who was presented with a framed collection of historic photographs.

Ward Bushnell at the 50th celebrations



The story of Genie is very interesting although not as often told as many other companies in the industry. It is a story that reflects what can be achieved when you listen to what customers want, focus on quality and attention to detail and have enough belief to take, what to an outsider looks like a massive risk.

Classic garage start-up

Genie was established by Bud Bushnell in 1966 in the Kirkland area of Seattle, tinkering in his garage with an idea for air powered doors. In June of that year he began working with a company producing an air powered material hoist, however it failed to commercialise the concept and went out of business that September. Bushnell decided that the product 'had legs', purchased the company's inventory, and went into business on his own. He called his new company Genie, apparently because the hissing and

rising of his new hoist reminded him of the popular television programme of the time, 'I dream of Genie' - His first product duly became the Genie Hoist.

His fledgling business was given a massive boost in 1968 during a tour of electrical contractors in California to drum up business when by chance he met a group of visiting Japanese businessmen. Impressed with his product and its potential, the company expressed a keen interest in working with the young company. By the end of the year it had placed an order for 1,500 units - an unthinkable volume for the small business. In spite of having no idea at all of how he might produce so many units, let alone finance the materials and receivables, he took the risk and accepted the order and Japan became his first export market.



Genie's first product the Co2 powered Genie Hoist



Genie founder Bud Bushnell (R)



Bud Bushnell in an early Teletower.

"What about adding a platform and lifting people?"

The idea of lifting people which such a device did not come along until much later triggered in 1970 while attending a trade show. A neighbouring exhibitor, having repeatedly watched Bushnell demonstrating his hoist said: "If you put three of those cylinders together you could put a platform on the top to lift a man."

Back in Seattle he went straight to work and built a prototype, which became the Genie Teletower. The rights to this product were later sold to UpRight in California which continued to build it, both in the USA and Europe as the Air-Lift for many years.

The next breakthrough came when Bushnell devised an extruded aluminium mast, that allowed him to produce larger heavier duty material lifts with a cable lift mechanism rather than gas. The new product line was dubbed the Superlift and it was operated with a hand winch and ratchet. The company still produces them today. A man basket attachment that could be

pinned to the forks was also offered, adding another work platform model to the range, and this one without the bounce of the Teletower. This attachment soon evolved into the AWP product range.

In 1978 Bushnell appointed his son in law Bob Wilkerson to head the company and begin to take over the leadership of the business as it expanded. He was soon joined by Roger Brown who was appointed to look after sales. Bud's son Ward Bushnell, a teacher at the time, did not join the company until sometime later. The three men - Wilkerson, Brown and Bushnell junior - became joint owners, working as a team to transform Genie into a global market leader.



A platform attachment was a popular option on the first Superlifts

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Genie booms

The most significant breakthrough on the road to leadership of the aerial lift market, came in 1984 when it employed engineer Tim Eaves to design a self-propelled articulated boom lift based on customer feedback. The result of his efforts was the 30ft Z-30/20,

followed a little later by the 45ft Z-45/22.

In spite of a claim during the celebrations, the articulated boom was not a Genie invention. It is generally accepted that John Merrick of Ontario, California, originated and patented the concept, which he then licenced



Ward Bushnell, Bob Wilkerson and Roger Brown - the team that made Genie into a world leader.

to a small British company, Gala Engineering of Norfolk. It worked with Merrick to launch the Topper range of articulated trailer mounted lifts, followed by a self-propelled version. Word has it that Merrick tried to sue Genie for breaching his patent. But if there is any truth to this, the two parties clearly came to some sort of settlement and Genie certainly deserves the credit for making the self-propelled articulated boom lift a mainstream access product. The Z-30/20, was quickly followed in 1985 by the Z30/20HD, within a couple of years, articulated boom lifts were the hottest product

The first Genie boom, the Z-30/20 was launched in 1984



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The Z-45/22 and its successor the Z-45/25 are without doubt the most successful articulated booms of all time - the 45/20 came along in late 1985.

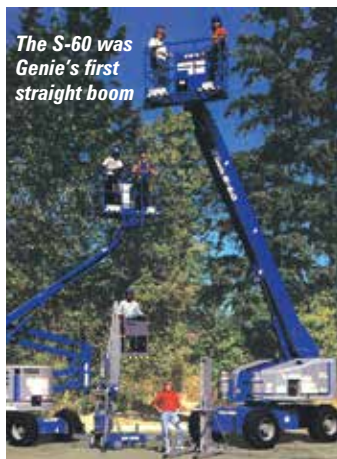
in town, forcing major boom lift manufacturers - JLG, Mark, Snorkel and Grove - to scramble to develop their own articulated boom lift models.

Even before the Z-booms took off, it was clear that the company needed more production space, the plans to move into self-propelled lifts simply made it more pressing. So in 1982 it purchased a vacant plot in the town of Redmond to the north east of Seattle. Since then the plant has been expanded numerous times into the current facility. And at the start of this year office-staff housed in several offices around the town were brought together in the new 9,300 square metre corporate headquarters.



Bob Wilkerson directs the Redmond ground breaking ceremony in 1982

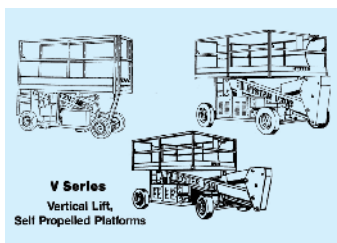
In spite of the potential that the additional production space offered, Genie was slow to expand from the two core models of the Z-range - the Z-45/20 and Z-30/20 - preferring to focus on new and improved versions such as, HD, Bi-energy and Rough Terrain models. Larger boom lifts did not come on stream until the 1990s starting in 1992 with the S-60 which was loosely based on the TKD T-60 manufactured by its German distributor TKD. The T-60 was an excellent machine and it looked as though Genie might just build it under licence, but it chose to make a proper Genie. The S-65 with articulated jib came next, quickly followed by the Z-60/34 in 1993, followed by the Z-30/20N, S-40 and S-85 in 1994, giving the company a relatively full boom lift line-up.



The S-60 was Genie's first straight boom

Two runs at the scissor market

But before all that happened, the company decided to dip its toe into the vertical self-propelled market in 1987. Rather than develop a regular scissor lift model from scratch, it took up the opportunity to acquire the designs and tooling for the Hyster/Fabtek sigma-type lifts. To say that they had not been a particularly successful product line would have been a gross understatement and was obviously the main reason Hyster was selling. However Genie pressed ahead, discontinuing the Fabtek products and completely redesigning them to Genie standards. It took much longer than expected and resulted in a completely new product based on the general Hyster concepts. Looking back, it is hard to see what benefits the acquisition provided.



Genie acquired the designs and tooling for the Hyster/Fabtek range of sigma lifts.

However the 18ft Genie V1832 and 24ft V2470 launched around 1988, were beautifully engineered and built products. But they did not take the market by storm, partly due to the specifications being a little different from the 20/24ft models from established manufacturers, but also due to Genie's lack of volume and high build quality making them expensive. But they did sell in modest volumes and many are still in operation today. After persevering with the V range for a few years without winning a respectable market share, or decent margin, the V models were dropped.

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The Genie V18 and V24 were beautiful products, but were not a big success

After licking its wounds the company set out to design an all-new Genie scissor lift range, this time with the serious aim to win 25 percent share of the market. The resulting products - the GS1530, GS1930, GS2032, GS2046 and GS2646 were launched at the 1997 ARA/Rental show in New Orleans and sold well, taking market share from competitors such as UpRight, Mayville/Mec, Grove Manlift, JLG and Snorkel - which had just dropped the Economy name - while benefiting from the declining fortunes of Mark Lift and Simon which had just been acquired by Terex. The market for scissors was also growing fast, as users switched from ladders and scaffolds.

A complete range of Genie GS models were launched in 1997 and helped the company take a significant share of the market.



Rapid expansion, economic cycles and crisis

The late 1990s and early 2000s saw a rapid expansion in both the American and European powered access rental markets and Genie rode the wave more than most, with the aim to become overall market leader. It not only invested heavily in expanding its range, market coverage and facilities, but also supported financing and rental share deals to fast-growing rental companies on both sides of the Atlantic. When recession hit hard in 2001 revenues plunged, and finance companies called in guarantees. Genie found itself in a precarious situation and stepped up plans to find potential buyers. It eventually shocked the market by agreeing a \$75 million deal with Terex, which had a reputation at the time as a 'pile em high sell em cheap' company. It bought up distressed construction equipment companies, slashed costs with a focus on low overheads, with little respect for sales, marketing or product support etc... Not a great match for a company like Genie, which was known for quality products, attention to detail and strong marketing and customer care.



Genie transforms Terex

However - with the Genie acquisition Terex chief executive Ron Defeo made a massive shift in strategy, leaving the owners to manage the business in their own way. Terex followed this with another equally surprising move, buying Demag mobile cranes - another high quality customer focused manufacturer. At the time the two deals might be compared to Skoda or Trabant acquiring Mercedes and Volkswagen. It soon became clear however that not only would Terex not set its cost-cutter general - Fil Filipov - loose on Genie, but Genie employees would work with other Terex companies in order to help make them more like Genie! It is fitting that in this year when Terex has restructured itself into three divisions - Genie is the jewel in the crown. Today the company manufactures in Europe, China and North America as it looks to build equipment closer to its customers. Not that the road with Terex was always a smooth one. It has had its



Genie breaks ground at its plant in Changzhou China, which was opened in 2011

ups and downs over the years, as corporate edicts have been handed down from time to time, which were not always appreciated by customers. But usually the offending policy was withdrawn or adjusted just before causing any terminal damage, so that even at the worst of times the old Genie policy of listening to its customers eventually ruled the day.

But in spite of the odd challenge or two the company has continued to do well, and visiting the factory for the 50th anniversary event, one

definitely got the feeling that the company had 'got its Mojo back', if it ever truly lost it. There is also little doubt that the new Terex chief executive John Garrison is a keen follower of the Genie listening policy, which bodes well for both Genie and Terex Cranes. Add to that some of the highly innovative new products and initiatives being rolled out this year and next, such as the new 135ft SX-135 boom lift and solutions for overload and tilt sensing, and the next 50 years looks very bright indeed.

The latest products from Genie will provide a strong start to the second 50 years



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Experienced but not competent?

It would be nice to say that the incidence of equipment overturns was falling. However, in spite of the efforts to convince operators to always use mats under outriggers, the number of incidents seems to be as prevalent as ever. Looking at last month's news stories on Vertical.net, there were five overturning reports of which three - two cranes and one truck mounted platform - were directly related to outrigger set up or ground conditions.

The 'Crane to the rescue' story on September 9th was interesting in that it showed what can happen when an operator 'doesn't put his brain in gear', but also how a company can deal with the situation. See 'Crane to the rescue' www.vertical.net/en/news/story/26384/

In a nutshell a trained operator with an 'exemplary safety record' set-up the 45 metre truck mounted platform on an estate in London, and placed his nearside outriggers on the pavement without mats. While working over the side, the rear jack punched through the footpath surface, causing the truck to tilt and the boom to drop onto the roof of a building. Fortunately, no-one was injured. An immediate investigation by the platform company, Blade Access, revealed a 'lack of suitable ground protection' (outrigger mats). The operator said that on the day he 'thought it would be ok without mats' in spite of this going against all his professional training and experience. This scenario is not uncommon,

however the statement from Blade is: "Whilst it is disappointing that such an incident has occurred it is crucial that any lessons or improvements which can be learned are not only communicated within our own business but the industry. As such we have decided that further Specific Point Loading Education on why additional ground protection is required would be beneficial to professional platform operators. Blade will now write this additional training module and include it within our 'Platform Operator Training Programme' in addition to the existing training all our platform operators receive, relating to ground protection and platform stabilisation. The new module will be communicated every six months to all employees. And although it was out of character for the operator not to deploy outrigger pads, as a precautionary measure, he has been removed from platform operation until further training has been completed."

If accidents such as these are to be eradicated the reasons why experienced trained operators seemingly ignore common sense, needs to be established. Is it laziness, complacency or immunity to the dangers when working every day with the same equipment?

This problem applies worldwide. At the end of last year WorkCover Queensland, Australia issued a safety alert highlighting the risks associated with inadequate outrigger support,



Improper outrigger set-up can be devastating



Chris Powell, 41, died when this platform overturned. His 17 year old son was badly injured but survived. Lack of appropriate mats on soft ground caused the overturn.

particularly on poor ground. This followed the fatal overturn of a 70 metre truck mounted lift in Brisbane which killed photographer Chris Powell, 41, and seriously injured his son Brendan, 17.

The main points in the alert included:

- The equipment manufacturer/supplier should always provide information on the loads imposed on the ground by outriggers and wheels. If this is not available a competent person should be used to determine the loads.
- Employers should provide operators with sufficient training instruction and supervision for them to make an informed decision as to what ground support is required.
- Where there are any doubts or obvious signs that the ground may be suspect (i.e. soft ground, underground services, etc.), the operator should seek direction from their employer which may use a competent person such as a geotechnical engineer, assess the ground and specify suitable

control measures, such as ground preparation with crushed rock or the use of bog mats under the outrigger feet.

- Where the ground is fill, the operator should not assume that just because there are no obvious signs that the ground is soft, it is able to safely support the machine.
- Continual monitoring of outriggers during operation is needed so that the unit can be stopped if the outriggers or mats show any signs of sinking

It is all obvious stuff but until experienced and novice operators start to take serious note of the ground conditions, and always spread the load with mats regardless - we will continue to see frequent overturning incidents, with their resulting fatalities.



Short rigging outriggers requires experience and caution

A lapse of judgement by an experienced operator caused this overturn



Hard or tropical?

If you are a regular user of heavy timber mats - bog mats or crane mats if you prefer - you will know that they are available not only in differing sizes, but also in a surprisingly wide range of wood types, with prices to match!

Many in the industry assume that as long as the mats are made from a decent hardwood - ideally from a sustainable source - there is little to choose between them. Paul Koolmees of mat supplier Welex and an expert in this field outlines the differences between them and why you might choose one over the other.

Most people in the business know about bog or crane mats. There are however lots of differences in the quality of a mat depending on the wood species and how it is constructed. These can mainly be divided into two groups, namely hardwood and tropical hardwood. The following uses readily available information to highlight the difference between the two types of hardwood used as mats.

Hardwood

The most commonly used wood species for 'hardwood mats' are oak and beech. These two species are the mostly widely used in

the UK and are good to use in the construction of crane mats in that they have an average strength and flexibility as shown in the table below. The wood is mainly sourced in Europe, although oak from American and Canadian sources are also widely used. As you might expect, each species has its advantages and disadvantages and apart from a difference in elasticity perform very similarly, as can be seen from the chart.

Pros and cons of hardwood mats

Positive points:

- They are relative cheap, being around half the price of tropical hardwood mats.
- They perform well for most crane support jobs.
- They are often used for longer term projects where the cost is amortised over the project, as they are cost efficient on a project basis.



Oak beams with natural cracks and early signs of fungus/mold



A large stacked pile of used Ekki tropical hardwood rental mats



Oak beams with natural cracks in a mat



Ekki is used on this wind turbine installation

- In an uncertain market these mats are a relatively cheap and sensible solution in that the mats will do the job and at the same time the investment is modest

Negative points:

- Due to their high moisture content they are relative heavy compared with other wood species such as tropical hardwood.
- The high moisture content and a straight wood fibres can also mean that they have lots of cracks in the wood which do not affect the performance. However in colder climates this can lead to premature damage from freeze-thaw action.
- Due to the straight wood fibres the mats will be damaged more easily.

- The high moisture content means that the wood will start to rot and decay faster. The average life expectancy of beech is approximately one to two years under normal usage. The average life expectancy of oak is between two to three years under the same circumstances.
- The mats are not as strong as tropical hardwood, so for weight distribution applications they not always the best choice.

Tropical hardwood

Under the general heading of 'tropical hardwood mats' a far wider variation of timber types can be found including Ekki, Okan, Dabema, Greenheart, Basralocus, Mora and many others. These wood species are very good as crane mats and have an above average strength and flexibility as can be seen in the below table. The biggest differences between the different tropical wood species - apart from the allowable pressure strengths and durability etc - are



Used tropical hardwood mat being used by a large crawler crane

Name	Botanic name	Volume mass in Kg/m ³	Volume mass in mats Kg/m ³	Elasticity module in N/mm ²	Flexibility strength in N/mm ²	Pressure strength in N/mm ²	Slide strength in N/mm ²	Durability class	Fibre
European Oak	Quercus petraea Lieblein	700	1,000	9,900	96	48	9.9	2	Straight
Beech	Fagus sylvatica L.	700	1,000	12,300	113	54	10	5	Straight

Source: Houtvademeccum.

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three different types of wood fibre, straight, wavy and interlocked.

With a straight fibre the wood tends to crack and split open and due to the fibre the mats are more easily damaged and can even become unusable. A wavy fibre looks similar to the straight fibre, but is however slightly better when it comes to resistance to damage. The interlocked fibre is the best choice of all for crane mat applications.

The interlocked fibres are difficult to split and therefore not easily damaged making it by far the best choice for heavy duty mats. An example of how important a role the fibre type plays is the wood species Demerara Greenheart which appears on paper to be one of the strongest of all the wood species. However in everyday use this wood species gets damaged really easily and as a result is not as good to use in crane mats as first thought.

The tropical hardwood species are sourced from many countries mainly Africa and South America. Here some pros and cons of tropical hardwood for use as bog mats:

Positive points:

- They are good for all jobs
- Tropical hardwood is very durable

and therefore has a very long life expectancy, approximately seven to nine years under normal usage.

- Due to the interlocking fibres the wood is not easily damaged, providing a far longer usable life.
- Due to its low moisture content and interlocked fibre the wood tends not to suffer from heavy cracks.
- It can withstand higher pressure than hardwood mats - therefore you can use a thinner mat to do the same job.

Negative points:

- The mats will cost more than hardwood mats, although a calculation that takes their durability into consideration will show that they are a better investment because they last longer.
- The mats are slightly heavier than hardwood mats, so fewer mats can be loaded onto each truck.

In summary this is just a brief introduction to the variations in what at first glance looks like a relatively generic product. There are of course many more things that can be said or considered about the various wood and mat types, but we will cover that another time.



Not using any mats!



Rot and decay can affect mats - this is oak



The used Ekki tropical hardwood top mat has almost no damage however the Demerara Greenheart mat below has cracked open

Name	Botanic name	Volume Mass in Kg/m3	Volume mass in mats Kg/m3	Elasticity module in N/mm2	Flexibility strength in N/mm2	Pressure strength in N/mm2	Slide strength in N/mm2	Durability class	Fibre
Ekki	Lophira alata Banks	1,010	1,200	18,600	157	72	17,1	1	Interlocked
Okan	Cylicodiscus gabunensis Harms	930	1,150	17,200	133	82	20.0	1	Interlocked
Dabema	Piptadeniastrum africanum Brenan	688	1,000	12,000	104	56	15.5	1 / 2	Interlocked
Demerara Greenheart	Chlorocardium rodiei Rohwer	1,030	1,225	22,600	180	95	18.0	1	Straight
Basralocus	Discorynia guianensis amsh	760	1,050	16,000	126	66	7.8	2	Straight
Mora	Mora excels Benth	990		21,400	152	83	14.0	1 / 2	Straight

Source: Houtvademecum.



A new tropical hardwood mat (Mora) with a straight fibre but cracked



A used tropical hardwood mat (Demerara Greenheart) which has cracked open due to its straight fibre



An Ekki mat that has been used on a bridge demolition project being lifted without damage



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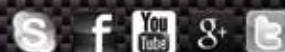
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APF 2016

C&A

APF show

Tree work is dangerous. According to accident statistics, about one in five of all aerial work platform-related fatalities involves tree workers. Falls from height, chainsaws, overhead power lines, falling trees and branches all contribute to making tree work one of the most dangerous of all industry sectors.

The increase in the use of platforms should, and almost certainly has, improved safety but there is still a lack of industry experience, training and guidance. With this in mind, IPAF recently issued a free guide targeting the industry, with safety tips for tree arborists using platforms. It highlights the correct procedures and checks before, during and after carrying out the work and highlights the importance of using mats under outriggers, taking precautions to protect the operator from the chainsaw perhaps using an approved platform divider, the need to cut trees so that the branches fall



The APF showcases the latest machines in the forestry and arboriculture sectors

away and clear of the platform and finally, to always use a harness with a short lanyard clipped onto a designated anchor point inside the platform.

Attitudes are changing

Attitudes towards the use of powered access in the arb sector has changed substantially over the past decade. 10 years ago most young arborists enjoyed the industry's macho outdoor image which did not include making life easier and safer by using a platform. Only the more senior arborists, or those unable to climb accepted powered access equipment. Over the years, the realisation of the dangers, combined with the difficulty of climbing throughout an increasingly long career - particularly with an injury - has



Promax showed this seven tonne Mercedes 6x6 Oberainger chassis with a 14.2m working height Versalift SST40EIH boom

transformed these attitudes. This can be seen by the amount of access equipment displayed at the various forestry shows and ultimately the equipment entering and being used in the sector.

The UK's bi-annual International Forestry Exhibition - APF 2016 - took place last month at Ragley Estate in Alcester, Warwickshire. The exhibition is the largest event of its type in the UK and the third largest in Europe for the forestry, woodland, arboriculture sector. While the APF showcases the latest machines and technology, a sizeable proportion is still given over to traditional woodland crafts and horse logging.

This year there were more than 300 exhibitors with around 18,000 visitors over the three day show. Most popular platforms were clearly spider lifts and 4x4 pick-up based platforms. There were several very interesting exhibits including the new 42 metre Teupen Puma, a Versalift boom on a Mercedes 6x6 Oberainger chassis and the new 4x4 Multitel MJ 226 mounted on the Mitsubishi Fuso 4x4 chassis.

New Multitel

The 23 metre Multitel MJ 226 follows the launch of the MX 250 on the same chassis at Vertikal Days a few months ago. It offers more than 12 metres of outreach with in-board outriggers and has a 250kg platform capacity. The MJ 226 - targeted at tree surgeons and those working around power lines - was fitted with a 1kV fibreglass bucket although a standard aluminium basket is available. It has a four section telescopic boom with telescopic jib and like the smaller Multitel MJ 201 has below ground capability.

Multitel dealer Access Industries believes there is a significant gap in the 4x4 platform market, managing director Melvyn Else said: "There is a whole raft of 4x4 platforms around 13 metres working height, above this however options are limited. Many of the platforms around 25/26 metres are mounted on very heavy - 12 to 14 tonne - 4x4 chassis, which brings with it a whole set of other problems. A 23 or 26 metre unit on a lighter chassis, with good outreach has to be of interest."

Multitel also launched the latest

The UK's leading spider rental company Higher Access has ordered two Teupen Puma 42GTX



The Multitel MJ 226 has a four section telescopic boom with telescopic jib



King sold four trailers at the event, including a specially adapted GTS44/3-17.5 heavy-duty step-frame trailer to site clearance specialist Richard Hall



CPL exhibited a 15 metre Imer IM R15 spider lift

version of its MJ 201 platform known as the MJ 201S. It has the same working height and outreach but has a jib with more articulation, giving limited up and behind capability.

Puma for Higher Access

German spider lift manufacturer Teupen displayed several models destined for leading spider rental company Higher Access. The rental company - now part of Vp - has ordered more than 20 units in the largest Teupen order ever placed in the UK.

On the stand was a Leo 36T and the first of two 42 metre Puma 42GTX to be delivered. Launched at Bauma the Puma combines an aerial lift with the chassis of a walking excavator. Both units will be delivered this year with more units scheduled next year and 2018.

Versalift 6x6 Oberainger

On the Promax stand was the Versalift SST40EiH boom on a seven tonne Mercedes 6x6 Oberainger chassis, with a working height of 14.2 metres and nine metres of outreach. The go-anywhere platform is based on a 4x4 Mercedes Benz Sprinter with a third axle added by specialist engineering company Oberainger. The unit - insulated to 46kV - is kept busy by UK power generation companies. Promax also showed its new 27 metre Platform Basket 27.14 spider lift.

CPL exhibited a 15 metre Imer IM R15 spider lift and had a lot of interest in its 14 metre 4x4 Isuzu mounted A314 platform, selling four units at the show. SkyKing was well represented with both transport trailers and a 13 metre Palfinger P130A on a 4x4 chassis. The company sold four trailers at the event, including a specially adapted GTS44/3-17.5 heavy-duty step-frame trailer to site clearance specialist Richard Hall.

Leguan dealer CPS Lift sold a 16 metre Leguan 160 with its own custom-built trailer to Mike Hamilton of Alcester-based Roots to Shoots. CPS also showed the 18.5 metre Dino 185XTC 11 spider lift.

APS had various Hinowa spider lifts on the stand, including a used 23.12 and a 17.75 with a generator powered lighting unit which is being evaluated by fire and rescue companies. The latest 15 metre Hinowa 15.70 also attracted a good deal of interest.

Versalift highlighted its new 13.3 metre pick-up mounted LAT135-H on Toyota Hilux and Isuzu D Max chassis, with a choice of double A-frame or front radial outriggers with both offer 6.1 metres of outreach and 230kg platform capacity and are available with aluminium baskets or insulated GRP buckets.

The following photos will hopefully give you a taste of the rest of the show.



CPL had a lot of interest in its 14 metre 4x4 Isuzu mounted A314 platform, selling four units at the show



CPS Lift sold a 16 metre Leguan 160 with its own custom-built trailer to Mike Hamilton of Alcester-based Roots to Shoots



Part of the Multitel stand



The Hinowa 17.75 with lighting tower was one of many spider lifts on the APS stand



The Versalift stand with 13.3 metre pick-up mounted LAT135-H on an Isuzu D Max chassis



UK rental company A Plant with a Nifty TD120T



Inside the cab of the Teupen Puma 42GTX



One of the many forestry loader cranes

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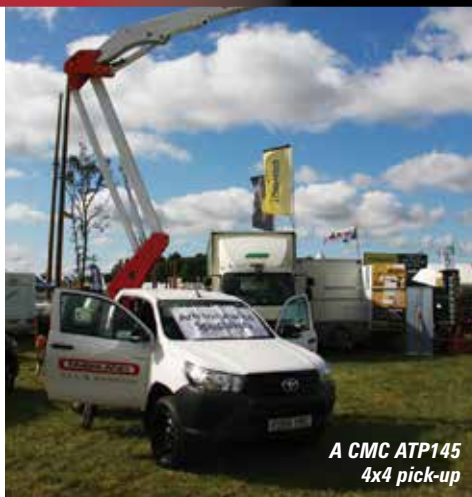


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A CMC ATP145 4x4 pick-up



A view across the upper fields away from the main showground and on the way to the forest trail



A log trailer with cab mounted loader crane



Demonstrating rope skills for rescuing



A used Hinowa 23.12 on the APS stand



The lighting unit mounted on the boom of the Hinowa 17.75



Quickfencer's new wood processor on a Manitou telehandler



The CPS Lift stand



A Multitel MJ206 on Fuso chassis



One of many log loader trailers



Tim Ward of Niftylift showing off the Nifty SD120T



A CMC Hybrid spider owned by MBS Access



A Teupen Leo 36T on its way to UK spider rental company Higher Access



Just one of the many chainsaw woodcarvers



S E Davis was showing several old cranes - how times have changed!



Skyking was showing this 13 metre Palfinger P 130A



The Versalift SST40EiH on Oberainger 6x6 chassis

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Crane Interest Group Open Meeting 2016

This year's CPA Crane Interest Group meeting was slightly more subdued than normal with only around 50 or so attendees - roughly half the level of recent years - although they did represent most of the UK's major crane companies.

The meeting was chaired by the CPA chief executive Colin Wood as the previous chairman - Bill Frost from crane rental company Bronzeshield - has stepped down. A new chairman will hopefully be selected next February. As usual there was a full agenda dealing with many aspects of the industry with the main topics including road worthiness tests/MOTs for mobile cranes, the European Crane Operators' Licence (ECOL) as well as updates to BS 7121 Parts 1 and 3, mobile cranes working alongside railways, proposed engine emission regulations in London, preventing unintentional movement of equipment functions, lifting guidance for excavators and insurance issues.

Crane road tests

The first topic on the agenda was the continuing saga of crane MOTs, a subject which has been at the 'in consultation' stage with the Department of Transport since 2009/10. What has emerged

recently is that cranes mounted on commercial chassis - such as the Böcker aluminium cranes - will definitely require a heavy goods MOT test, probably sometime next year.

Wood outlined the facts saying the topic was 'not going to go away' and after further discussion and a show of hands from the members present, it was decided that the best way forward was to introduce a voluntary inspection scheme rather than wait for one to be imposed. A few days after the meeting the CPA wrote to the Department of Transport announcing that its members were ready to move ahead with a voluntary programme to inspect and test the road worthiness of mobile cranes on bespoke chassis, along the lines already proposed to the ministry.

The scheme will initially cover CPA members, but should it be accepted as a government backed scheme, then it will ultimately oblige all mobile crane companies/



owners to adopt it, or risk even heavier penalties if they chose to ignore it. While this is obviously a step in the right direction, the main problem will be that the current persistent offenders are hardly likely to follow a voluntary system. However highlighting those that do not comply may make a difference and provide added incentive to become a CPA member.

European Crane Operators Licence

Haydn Steele of the CPA outlined the latest developments with the European Crane Operators' Licence for mobile cranes stating that work on the project is now about 95 percent complete. Over past 12 months various countries and training organisations have been visited and...surprise, surprise... everyone is basically doing the same thing. A big concern from last year's meeting was that ECOL may have been a Level 3 qualification but Steele confirmed that it will be Level 2 "because it is impossible to start something at a higher level than some of those taking part". Moving forward, the Licence has to be mapped against the European Qualifications Framework (EQF), then a training plan has to be

produced followed by occupational standards. This work will take a further nine months and then it has go through the certification process appointing a certification body that will cover the whole of Europe. Because more than €210,000 of funding was given for the project it has to be approved and up and running before the final instalment is paid in September 2018.

Steele said that ECOL will allow operator mobility across Europe without additional licence costs, result in a higher standard of training and make the crane industry more efficient. This certification will work in parallel with and be equivalent to the existing CPCS card in the UK.

Insurance

Ian Edmondson of Towergate Insurance pointed out that crane hire companies should have a chat with their existing insurance brokers regarding the Insurance Act 2016. He said that companies now have to be 'upfront and honest' about any declarations such as the proportion of jobs they carry out under CPA model conditions compared to contract lifts, as insurance companies can now refuse to pay a claim and keep the premium if they are not truthful. He said that the precise split between the two were not as important as declaring the rough proportion in the first place. (Further information on this will be in the December/January issue of Cranes & Access).

Preventing unintended movement of equipment functions

Tim Watson gave a presentation on the current safety project to prevent inadvertent movements of a machine, which can easily result in serious injury or death. See the CPA update on this subject on page 63.



Colin Wood



Haydn Steele

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12 months for company director

Kenneth Thelwall, a director of Thorn Warehousing Ltd in the UK, has been jailed for 12 months, ordered to pay costs of £4,000 and disqualified from being a company director for seven years following the death of employee Paul Williamson, 51, while loading a spider lift onto a 3.5 tonne truck.

Williamson - a father of three - died in the street in Stockport in January 2014 when the 18 metre spider lift slipped off the loading ramps onto him. The investigation revealed that Williamson had not been adequately trained on the use of the ramps, the truck or the spider lift. There was no risk assessment in place and no safe system of work had been created for the equipment which had only been in operation for eight days. Thorn Warehousing was fined £166,000 and ordered to pay £10,400 costs but has since gone into administration.

Crane operator Demonstration of Skills Test

Canada's Asia Pacific Gateway Skills Table has released a Demonstration of Skills Test (DOST) for mobile crane operators. The test is intended to assess the ability of an operator to safely operate cranes, comply with health & safety requirements and industry standards. It includes a protocol and candidate guide, each designed to complement the Canadian government's existing Red Seal endorsement programme. It also includes questions for written assessments, an assessor's guide and checklists. The candidate guide provides information on undertaking the test and information on the scope of the assessment.

The Skills Table has led a committee of industry representatives to develop the test, with input from industry technical working groups across Canada, with testing completed by Canadian training organisations. The crane industry has been calling for a standard Demonstration of Skills Test to make it easier for crane operators to move between provinces, reducing red tape for employers, while improving safety and lowering costs for all involved. Efforts have been made to include the test as part of the national Red Seal assessment process.

Canadian director of the International Union of Operating Engineers Lionel Railton said: "We are pleased with the final outcome and are happy that industry partners assisted us in the development of the DOST. We remain hopeful that the Canadian Council of Directors of Apprenticeship will adopt it as part of the Red Seal mobile crane operator programme."

The Canadian Hoisting and Rigging Safety Council will be the steward for the test, having been a key strategic partner and project committee member since the start. It will also be responsible for reviewing the test protocol at least every five years. Chairman Tim Bennett said: "Over the past two years, we have been a proud participant in the development of this test.

We have brought together input from regulatory and industry perspectives to align common views. Our stewardship will provide oversight on the future development, ongoing implementation and review process, including advocating that it be included in the Red Seal assessment process."



A typical transfer basket

Crane operator sues over man basket safety

A crane operator is suing ship owner Marine Transportation Services for damages for injuries, pain, suffering, lost wages, mental anguish and medical expenses, after a man basket transferring men from a platform to a supply ship overturned in September 2013. Sanford Sims claims Marine Transportation failed to maintain a seaworthy vessel or ensure safe passage from the platform to the vessel, failed to monitor weather conditions or exercise reasonable care for the safety of the crew riding the basket.

New Scottish training centre

The UK Construction Industry Scaffolders Record Scheme (CISRS) has accredited a new scaffold training centre in Clinterty, Aberdeen. The £1 million facility has been funded by The Construction Industry Training Board and ASET International Oil & Gas Training Academy. It will provide training for up to 50 scaffolding apprentices a year.

CISRS auditor Trevor Donoghue said: "ASET and CITB have built an excellent centre here, and I would envisage them increasing their CISRS course portfolio before next year's annual audit visit."

ASET chief executive Atholl Menzies added: "This is an exciting time for ASET and CITB as we begin to realise our vision of creating a centre of excellence for scaffolding training in North Scotland. This facility is perfectly positioned to meet the demand for accredited training at introductory and advanced levels."

Who trained them then?

The man on the telehandler was spotted in the UK working on the tent for the new Amazon television show, The Grand Tour, starring ex Top Gear presenters Jeremy Clarkson, Richard Hammond and James May. The failures here are self evident.





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JLG-2646ES

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MANITOU-2150MRT

Country: The Netherlands
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Price € 57.500,-



MANITOU-2150MRT

Country: Norway
2008 - 20,6 m - 5450 hrs
Price € 69.500,-



MANITOU-2150MRT

Country: Poland
2010 - 20,6 m
Price € 84.500,-



JLG-2030ES

Country: Denmark
2007 - 8 m - 256 hrs
Price € 4.250,-



JLG-3394RT

Country: Denmark
2005 - 11,9 m - 1956 hrs
Price € 11.000,-



JLG-460SJ

Country: Denmark
2007 - 15,8 m - 2588 hrs
Price € 19.000,-



JLG-860SJ

Country: Denmark
2006 - 28 m - 3275 hrs
Price € 40.000,-



MEC-1932ES

Country: Great Britain
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SKYJACK-8841

Country: France
2008 - 12,5 m - 992 hrs
Price € 14.250,-



SKYJACK-9241

Country: The Netherlands
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SKYJACK-9250

Country: Great Britain
2007 - 17,2 m - 1240 hrs
Price € 13.650,-



UPRIGHT-X32

Country: Great Britain
2007 - 11,8 m
Price € 4.500,-



UPRIGHT-TM12

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Above all. Riwal

IPAF Rental+ goes for SSIP

Members of the IPAF Rental+ Committee have agreed on new requirements which will now be submitted for the UK's Safety Systems in Procurement (SSIP) accreditation.

"The current IPAF Rental+ requirements are being extended, for instance, to cover risk assessment, incident management environmental aspects," said Lynn Price, IPAF audit and Quality Control manager. "With additional points to be covered, the audit process

will become more stringent. The benefit is that the external SSIP accreditation will lend more credibility to the IPAF Rental+ quality mark."

The SSIP acts as an umbrella organisation to facilitate mutual recognition between health and

safety assessment schemes wherever it is practicable to do so. SSIP assessments are all judged on core criteria approved by the UK Health & Safety Executive. The core criteria for assessing health and safety compliance of contractors and consultants working in the construction industry are defined under the Construction Design & Management Regulations 2007.

IPAF Rental+ is a quality mark awarded by IPAF to access rental company members which



have been audited against defined standards in customer service, safety, staff training, contract terms and equipment management.

UK market manager for IPAF

Dave Roddy has joined IPAF as UK market manager. For the past five years he has been territory sales manager for Genie UK where he managed a portfolio of regional rental companies in the North of England and Scotland, and was responsible for developing additional business, identifying new sales opportunities in rental markets and developing account strategies for each key customer.

Before joining Genie, he held account manager positions with Haulotte - between 2007 and 2011 - and JLG 2006 to 2007. He gained previous account planning, staff management and training

experience in diverse sectors ranging from industrial services to food and hospitality.

IPAF chief executive Tim Whiteman said: "IPAF has created the new position of UK market manager

to bring a greater depth to the support it offers its UK members. Dave brings a wealth of experience from working with manufacturers and companies throughout the UK that will benefit all our operations."

Roddy added: "This exciting role demonstrates IPAF's commitment to the growing UK membership and the contribution we can all make to the global access market. I am extremely pleased to be chosen for this new role and look forward to working with current and new members of the organisation."



Dave Roddy

Mystery shopper audits

IPAF is now using mystery shopping as one of the auditing tools for continuous improvement and monitoring training standards, with the larger aim of protecting the IPAF brand and members' interests.

"This enables IPAF to find out what the issues are, so that they can be addressed appropriately; this helps continually raise the standard of IPAF training," said IPAF's Lynn Price. "Mystery shoppers have the advantage of offering direct and first-hand customer feedback. IPAF is able to monitor how a training course is conducted, without the behaviour of an instructor being

affected by an auditor's presence."

Mystery shopping is one of the tools - along with initial audits of training centre facilities, annual surveillance audits, unannounced audits and telephone audits - all of which ensure the IPAF training programme and training centres continue to maintain the quality standards required.

Alun Cochrane to entertain at IPAF UK Member Event

Award-winning stand-up comedian Alun Cochrane will entertain guests at the IPAF UK Member Event on 2nd November at the De Veres Milton Hill House in Steventon, Oxfordshire. Members can look forward to an informal and enjoyable evening to include dinner, entertainment, and networking with colleagues across the industry. Cost is £70 plus VAT per person. Book now at www.ipaf.org/events

The member event is being held at the same venue as the Southern Professional Development (PDS), which is on 3rd November.

The Northern PDS is on 5th October at the Marriott Hotel in Newcastle upon Tyne.

AIF Work at Height Conference

IPAF, as part of the Access Industry Forum, will be at the AIF Work at Height Conference, on 13th October at the Holywell Park Conference Centre in Loughborough.

From drones, to designing for access and the role of technology, to the implications of Brexit, a wide range of expert speakers will address the issues set to shape

the future of work at height. Chris Wraith, IPAF technical & safety executive, will participate in the panel discussion 'Getting falls from height reporting right'.



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CSCS approval for ALLMI

ALLMI has successfully completed the process for Construction Skills Certification Scheme (CSCS) approval, with the CSCS logo being displayed on the ALLMI card as of 1st November this year.

ALLMI chief executive Tom Wakefield said: "This year, we have undergone an independent audit which was mapped against the Construction Leadership Council's requirements for the One Industry Logo initiative, the successful completion of which now enables

us to display the CSCS logo on ALLMI cards. We are delighted with this development; the achievement of CSCS approval is excellent news for ALLMI and it further strengthens our position as the UK's leading provider of training for all lorry loader lifting team roles."

The following important points should be noted in relation to this matter:

- The CSCS logo will be displayed in the top right hand corner of all ALLMI cards relating to the following categories:
 - Lorry Loader Operator
 - Slinger/Signaller
 - Crane Supervisor
 - Appointed Person
 - Thorough Examiner
- The ALLMI scheme will continue in its current form, in other words, there will be no changes to the content or method of delivery/assessment in relation to any of the above courses.
- Cards displaying the CSCS logo will be issued in connection with training paperwork/applications received by ALLMI from 1st November 2016 onwards. For paperwork/applications submitted by training providers before this date, an ALLMI card of the current type - without the CSCS logo - will be issued.
- As of 1st November 2016, current ALLMI cardholders can order a replacement card which will display the CSCS logo.
- As referred to within the Build UK Training Standard published in May this year, from 1st January 2017, Build UK members will require lifting team personnel to hold a CSCS branded ALLMI card, should the cardholder's activities on site be classed as a "construction occupation" (i.e. protracted site work, rather than delivery).

Should you have any queries regarding this matter, then please contact ALLMI.



From November 1, the ALLMI card will carry the CSCS logo



ALLMI Membership Event 2016

Held on 5th October at the Forest of Arden Marriott Hotel & Country Club in Meriden, the "ALLMI Membership Event 2016" proved a great success, with an impressive turnout and all corners of the lorry loader industry strongly represented.

Commenting on the event, ALLMI chairman, Mark Rigby said: "This is now the second year in a row that we have run a combined event for all membership divisions and, once again, it worked incredibly well. The meetings saw members updated on a raft of important issues, and our 'Discussion Group' format facilitated an excellent level of engagement, allowing us to obtain detailed information on a wide range of pertinent industry topics. As a result, we have come away with valuable feedback which will now help us to effectively focus our efforts and resources to the benefit of the entire membership."



Sue Husband speaks on Apprenticeships

Tom Wakefield adds "The networking element of the event is also of great importance, as it provides a relaxed and informal environment in which representatives from all industry sectors can discuss common issues and experiences. In this regard, as well as all members coming together for the working lunch, and Sue Husband's presentation on the National Apprenticeship Service in the afternoon, we also held a very successful social function in the evening which included dinner, charity fundraising with donations of more than £1,300 for the Lighthouse Club, and fantastic entertainment from comedian, Gary Marshall."



Should you have any questions regarding the event, or if you would like information on membership of the association, then please contact ALLMI.

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Tower Safety Week

PASMA has confirmed that Tower Safety Week 2016 will run from 14th to 18th November. Back with a new identity and fresh content, the initiative aims to improve height safety, develop industry knowledge and skills, and reach a wide range of tower using industries, including construction, maintenance, facilities management and retail.

Throughout Tower Safety Week, now in its fifth year, tower users everywhere will be asked to show their support for tower safety by taking advantage of new information graphics and charts developed specifically for the campaign.

Across the UK, PASMA members, their customers and the industry in general will also celebrate the versatility of towers and their increasing use in a wide range of different, challenging applications. Resources for this year include an expanded website, new posters, updated fact packs and the return of old favourites such as the High Tower Challenge and the 'See a tower, take a selfie!' competition, aptly renamed 'Tower selfie GO!' for 2016.

Above all else PASMA says the event will provide a snapshot of national tower use, both good and bad, which will help shape future safety led campaigns, training and user guidance. PASMA marketing and communications officer Gary Chudleigh said: "Tower Week is dedicated to keeping people safe when working at height. It turns the spotlight on towers and provides a unique opportunity to inform and educate both existing and potential users."



Only use EN1004 towers

Winter is coming, and PASMA is reminding users that they should only use towers that comply with the requirements of EN1004, the European standard for mobile access towers. Towers conforming to this standard meet or exceed the minimum safety standards. EN1004 towers come with the correct number of purpose-designed platforms which can be securely fitted and are provided with safe trap door access. There must be enough platforms to install them at two metre intervals during assembly and dismantling.

Stabilisers are not an option, they should be supplied as part of the tower. Towers must always be fitted with them when they are freestanding. You should never climb up the outside of a tower or lean a ladder against it to gain access to the platform, as the tower will become unstable and could overturn. EN1004 towers have built-in ladders or frames with safe distances between the rungs and frames with safe distances between the rungs and slip resistant climbing surfaces to ensure safe ascent and descent.

Never work on a platform without guardrails - correctly fitted guardrails are essential. EN1004 compliant guardrails also meet minimum height requirements at all points around the platform.

Never stand on an unprotected platform, there are only two recognised safe systems of building and dismantling towers - 3T (Through the Trap) and AGR (Advanced Guardrail). EN1004 towers are specifically designed so that they can be built using one of the two approved methods.

Finally, make sure you receive a set of instructions. All EN1004 compliant towers are supplied with detailed user instructions and critical safety information, specifying the use of either the 3T or AGR systems of assembly and dismantling.



New Middle East conference

PASMA is planning to host the first ever Middle East conference dedicated entirely to mobile access towers later this year. The conference is due to take place on 20th November, at the Fairmont Hotel, Dubai, and is aimed at supporting the development of tower safety and best practice across the region. It will also showcase the many applications of mobile access towers which are fast becoming a popular choice on a variety of projects in the region.

Catering to delegates of all levels from first-time users through to experienced tower specialists, the free, one day event is open to PASMA members and non-members alike. It will address a wide range of topics and include practical demonstrations of the latest tower technology. Delegates will hear from experts with unrivalled knowledge of the industry, get clarity on the latest standards and guidance, and gain insights into the opportunities and challenges facing the industry.

The conference date has been chosen specifically in advance of The Big Five, the international building and construction show, which runs from 21st to 24th November at the Dubai World Trade Centre.



For details of PASMA standards, guidance and training, including free PocketCards and posters, visit: www.pasma.co.uk

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Prevention of Unintended Movement

The unintended operation of equipment is an issue that has been seen in the past as confined mainly to earthmoving equipment and in particular 360 degree excavators, where there have been a number of serious injuries and fatalities.

Problems have centred on controllers catching on operator's clothing or where the operator has stood up in the cab and inadvertently pushed against a controller. This inadvertent operation puts anyone in the vicinity of the machine at risk of being struck by the moving machine.

The Strategic Forum for Construction's Plant Safety Group is engaged in a project to look at this and has extended the scope beyond inadvertent operation of controls to include all situations which lead to unintended movement. Three main situations causing this movement are;



- The inadvertent operation of controls where the operator does not intend to operate the control but, for example, catches their coat sleeve on a control when the machine's hydraulic system is live, resulting in movement;
- Operation of controls where the resulting movement is not as intended, for example meaning to travel forward in an excavator with the superstructure slewed through 180 degrees, resulting in the machine travelling in the opposite direction;
- When safety systems are bypassed, removing the protection they provide against unintended movement.

The aim of the project is the production of guidance on the subject to assist equipment owners, users, operators and trainers. The scope of the project includes all mobile construction equipment, including cranes, but not aerial work platforms.

Research conducted as part of this project indicates that unintended movement affects a wide range of operated equipment, with an analysis of incidents showing that unintended movement events have occurred with telehandlers, loader cranes, rollers and compactors, vacuum excavators,

The CPA Conference 2016 - Understanding and Influencing the Future of Construction Plant Hire.

Following last year's successful event CPA is busy finalising this year's conference which will take place on Wednesday 9th November at Wyboston Lakes Conference Centre, near St Neots, Cambridgeshire. The conference, held in association with CanTrack, will be covering many key issues and hot topics that are affecting the hire industry - delegates can expect to hear about:

- The Changing Landscape of Skills Supply
- Tideway's Shared Vision for a Complex Project
- HS2 - Supply Chain Health & Safety Standard
- Construction Pipeline Supply & Demand Analysis
- Innovation in Flexible and Local Training Delivery
- Safety - Preventing Unintentional Machine Movement
- Developments in Telematics and Tracking

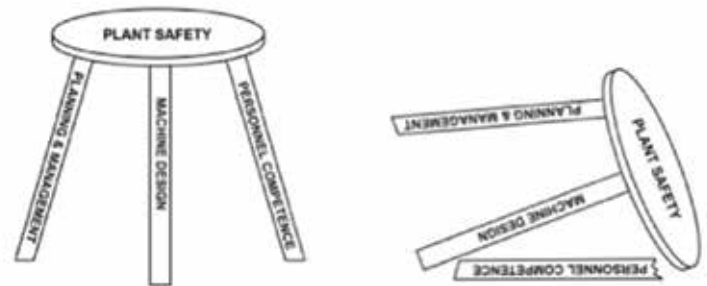
tower cranes and trenchers, as well as 360 degree excavators. The factors contributing to these incidents can be categorised as follows:

- Operator competence
- Pre-use checks
- Operator work station and poor housekeeping
- Lack of supervision
- Poor planning
- Loose clothing
- Persons in the machine's working arc
- Non isolation of controls



- Machine design
- Bypassing of Safety Devices

These can be grouped into three broad categories - Management of equipment operations, machine design and personnel competence. All three are equally important in ensuring that PUMP does not occur and can be compared to the legs of a three-legged stool where if one leg fails, the stool will fall over.



The project is well advanced and it is intended that a draft of the guidance document will be available for public comment later this year.

A separate Plant Safety Group Project in 2010 addressed the issue of people in aerial work platforms being crushed between the platform and a structure. This resulted in the Strategic Forum Plant Safety Group guidance document on Avoiding Trapping/Crushing Injuries to People in the Platform. This guidance provided the foundation for improving the safe use of work platforms, including planning, supervision and operator training. In the intervening six years' changes to the product standard EN 280 and the response of manufacturers has led to the availability of secondary guarding to further improve safe operation and reduce the risk of crushing.

The event will once again have an exhibition area which will include AMI Group, JCB, Kranlyft UK, GenQuip, Higher Concept Software, Datatag, Jaama and AJ Gallagher. JCB is also exhibiting two machines outside the event venue while Kranlyft will be showing three cranes outside and a mini crane inside. AMI Group will have several tracked vehicles on display.



The event is being promoted to construction and civil engineering associations as well CPA members and other bodies in construction, and to public and private sector clients: attendance is open to anyone who has an interest in, or influence over, supplying or procuring construction equipment.

Delegates can register to attend the event via the CPA website www.cpa.uk.net/conference. Ticket price is £54



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Palfinger PK 200002L-SH

This model of a MAN TGS truck carries a Palfinger PK 200002L-SH loader crane which is a machine in the 150 tonne/metre class, and has a maximum capacity of 40 tonnes. It is fitted with a telescopic jib.

The model is made by Conrad in the colours of ATS, an Austrian transport services company. Assembly is limited to fitting wing mirrors and other parts.

The 8x4 truck chassis is reasonable, with the rear axles and suspension in plastic. The main drive shaft is not modelled, and the steering is modelled for functionality only. A special assembly is fixed in front of the cab and this has a stabiliser. The MAN cab tilts, and has very good detailing although there is no number plate which is a surprise as ATS do own the real truck upon which the model is based. At the rear of the truck there is a heavy counterweight with stabilisers and a towing hitch.

The Palfinger crane looks suitably heavy and realistic and has some good graphics, and there are simple equipment boxes around the base. The outrigger beams are made of plastic, and a little too flexible. On the crane the blue boom and jib base sections are metal, and the telescopic sections are plastic. All of the telescopic sections of the main boom have cylinders and rods, although there are no hydraulic hoses modelled. The hydraulic lift cylinders are stiff enough to enable the crane to be posed in most

positions without slipping down. Similarly the telescopic sections have some friction between them to hold set poses

The route for the winch line to the end of the jib is a modelling compromise and small clip-on sheaves can be used to position the rope. A small sheave at the jib connection provides a guide for the winch rope, which has a small metal hook. The winch can be used, although it relies on friction for a brake and will not hold a heavy load.

With the boom and jib fully extended a very impressive height of almost 900mm can be achieved. This is another nicely made model by Conrad and can be obtained for around €220.

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

Cranes Ect Model Rating	
Packaging (max 10)	7
Detail (max 30)	25
Features (max 20)	19
Quality (max 25)	20
Price (max 15)	9
Overall (max 100)	80%

The Palfinger PK 200002L-SH ready for the road



It is a heavy duty loader crane

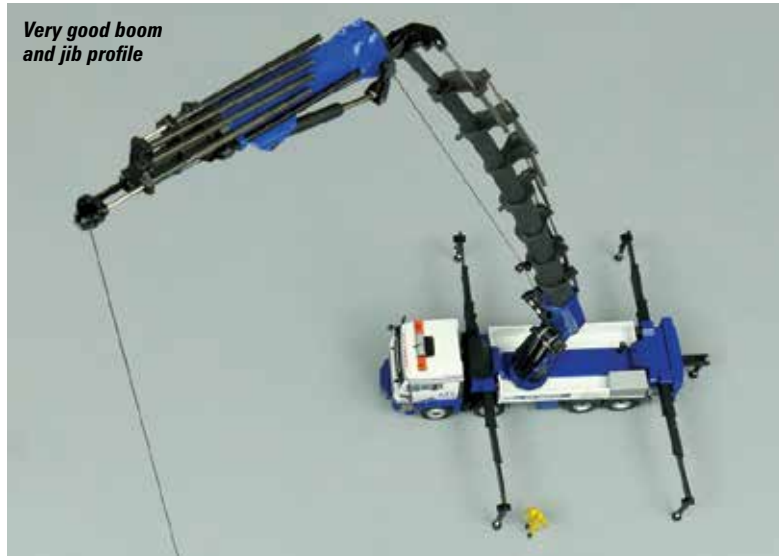


Counterweight and rear outrigger

Lifting an SPMT power pack



Very good boom and jib profile



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Letters



A view on the activist investor

The following highly emotive and moving letter from industry veteran David Single was spurred by a comment/editorial we published on activist investors (Disruptive Investors as he refers to them) essentially asking if they were a force for good or evil. The editorial can be seen online and we are also running a poll on our Home page allowing readers to input their views. We did double check he really wanted to publish this letter, which also reminds us of part of the industry's history, and as he is brave enough to be so frank and open then the very least we can do is respect his wishes. In the meantime, we sincerely hope - more than anything - that he has more than a year or so to go, and that it will be as pain free as possible.

I have been in the work platform business continuously since 1979 and started with Crown Equipment in their access division. A great company and great Australian management, privately owned by the Dickie family in the USA I am proud to have been part of the organisation. Crown in fact helped save my life when I became ill with Aplastic anaemia in 1989. Ross Hogan was my direct boss from 1978 to 2004. He also wrote the cheque out to get the first EWPA association started in Australia. Great individuals had the foresight to get involved and start training and industry advocacy, standards development and product design testing with the regulators.

There are very few of these type individuals around, and the ones that are still in the business have retired and handed down their great companies to family, or sold to larger corporations.

In my time I saw Crown sell the Talon division to Snorkel, (Talon Snorkel under Art Moore and Figgie) and they had just bought Economy Engineering and moved the production to Elwood Kansas. Then in 1993 a flood damaged Snorkel in USA, but they were still committed owners and innovators. As Art Moore used to say, the financial figures are "big, black and beautiful, let's have lunch".

Then Omniquip under Enoch Stiff purchased Snorkel and they also understood the equipment business. Textron purchased Omniquip and there was a complete corporate change, but they still understood the cyclical nature of the work platform and telehandler business. But they sold off the great Snorkel fire business. They could NOT understand the Snorkel New Zealand manufacturing division and Ross Hogan and Stewart Thompson worked hard to weather that storm. Ross would be in Asia one week selling the product and the following week I would move in to do product, service, operation, familiarisation and sales training on the Snorkel NZ and USA products. My wife tells me that her calendar showed 16 weekends and four months away each year. My kids have never forgiven me for the time I put into work.

The rot started when Textron sold the business, the team that purchased it had NO regard for the business and would complain "why did we buy this business". Yet they sold it for millions, and wanted every pound of flesh from each employee. Disruptive investors?

It is interesting that they had the same regard when Ross 'retired' and I was overseas solving a critical big boom problem. I came home to NO job. Even more interesting

is that the guys that terminated me, also ended up in the same situation within a year or more. They then sold Snorkel to Upright and Darren Kell. A hard time for them and you know that story.

Snorkel transferred to Don Ahern and Xtreme and I am pleased to see my colleagues from Snorkel and some from JLG working for/with Don Ahern, a passionate person that took the investors on and WON!

In May 2004 I phoned JLG for a reference, as I had worked with them on EWPA guidance documents for training, transport, harnesses etc... and Standards development while at Snorkel. It was industry cooperation to make it safer and create self-regulation. They interviewed me and I started with them a couple of weeks later in 2004. A great company and a great management team. They respected my knowledge and market knowledge in Asia and Australia.

When Oshkosh purchased JLG it became even better and the Australian division flourished. Good changes from Andrew Satterly and then seamless continuation from Bob Mules, who is still the general manager.

Oshkosh helped JLG weather the financial crisis in the USA and both learned valuable product and reduction lessons. The USA JLG facilities and then Australian facilities became as slick and as smart as the European facilities. Great management and you were always proud to take customers to the factory. The Oshkosh team weathered the Carl Icahn storm and both JLG and Oshkosh products integrate very well.

So, why am I telling you this? It's just my take on the Disruptive Investor. From first hand, working with them, extreme hours over many years and not giving in, not backing down or being a yes man, I have a legitimate opinion on Disruptive Investors. They are shit. They don't care for the individual or the knowledge.

They can't do anything to harm me now, my body is dying from cancer medication and I have NO money. So 'Mortality salience' has kicked in and I intend to kick some backsides about safety before I kick the bucket by about the end of next year. I still have the passion and I am sitting up in hospital tonight trying to ignore some pain. If you wish to publish this, please feel free. Or you can wait till I'm dead. They can't sue dead people, or can they?

Regards

David Single



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Using platforms as material handlers

Hi Leigh

I am sending this to you under 'plain cover' as a point for consideration and maybe debate.

It seems that more and more aerial work platforms are being touted for work that is really blurring the lines between platforms, cranes and telehandlers. Self-propelled booms and scissors now routinely have pipe carriers as part of their regular equipment.

However, the distinction is more confused when considering large truck mounted work platforms. There is abundant evidence of the owners of these machines offering and even modifying them for lifting duties. One sees many advertisements offering winches and special cages for carrying loads. One look at social media will show, only too clearly, a plethora of weird and wonderful scaffold frames, lighting rigs, winching applications etc.

The main points that I think need to be raised are:

- Are these additional applications approved by the manufacturers?
- Have calculations been carried out to assess how the additions or modifications impact on routine operating specifications or safety implications? - Think wind effect, load/weight distribution.
- How do/would insurers view these changes to standard operating procedures and policies and are they being told?
- Do the modifications have any impact on the structural integrity of the machine?
- Has anybody involved the HSE to see how they view these changes?

There are very many more questions on this, but it may be a subject that you wish to obtain general feedback on from the Industry to form some conclusions.

Best regards

Gary Brady.

UK

Our correspondent does make some good and valid points, of course many of these winches and attachments are manufacturer options which one assumes are fully approved, tested and certified - however many are not. In addition local rules and regulations may affect how the attachments are used, the training involved for the operator and other considerations. We would welcome more feedback on this issue. On the other side of the equation platforms hanging from crane hooks always elicit strong feelings in the work platform community, and yet many of the same points apply, this also covers telehandlers of course.

Women and Children

I read with interest your editorial in the latest magazine and wanted to add another thought as to why more women are not working in top roles in the crane or access industry. So far it has not been attractive enough for either women or youngsters, and as an industry we've done nothing much to change that. The only information about our industry that non crane people have seen was the 'fly on the wall' program about Ainscough, which really didn't make us look like a female friendly place to work. It made us look like we all work in a bear pit of a place, rather than somewhere a keen young female manager might flourish. And while it pains me to say so we are not the most professional of industries are we? Before you scream and shout there are a lot of good people in the crane and access business, but more often it is 'seat of the pants' stuff, you only have to look at some of court cases and fines that have made the papers in the past few months to see that.

While I know this cannot be changed overnight we must sharpen up and get this industry into a place where youngsters of both sexes really want to work. That needs a lot of publicity and things and here is where the CPA could do things differently, getting a good team together that goes to schools with dramatic videos and interesting materials that inspires people. And you need to get parents to think it's a good job too. I think it is changing but too slowly, we do now have a lady MD (at Ainscough) and there are now some young girl crane drivers, but if this is to gain momentum we must make the industry more professional. So yes I support everything you say. Keep doing what you do you are the only ones who say it like it is.

PS I would prefer you did not use my real name for obvious reasons.

We thought that we might have seen a bit more response from the last editorial than we have. Not sure what that indicates. But at least this man - yes it is a man - has taken the time to put pen to paper and say what many in the industry feel. And he is right, this is a key area where associations can play a more robust role. Quite why he did not wish his name to me revealed is a mystery he did not explain. But we are thankful for the feedback

CPCS frustration

The following is the latest open letter from Mick Norton to Ian Sidney of the CITB, regarding the fact that a Hungarian website is selling the answers for written tests required to obtain the UK-based CPCS equipment operator certification and card.

Dear Ian,

At the time of writing, Mr C Toma's illegal website has continued to breach the CITB's copyright for their CPCS product for 210 days. The questions and model answers are now that widely disseminated across all sectors it has become farcical.

Must the construction sector now assume that despite several attempts to close Mr Toma down with due legal process, the CITB have totally failed?

Is the woefully inadequate timescale by which CITB have achieved no significant restraint on Toma's activities, due to the legal technicalities of closing him down, or have the CITB washed their hands on the matter knowing that the CPCS will be removed from the CITB portfolio by mid-2017 and the incoming consortium can have the problem?

An update would be appreciated.

Regards,

Mick Norton BEM

Who can help with my Compact Crane?

Rather than a letter or email, we had a call in late September from Bruce Harston, the owner of a 70 tonne Compact Truck CT3-70 city type All Terrain crane in the UK, asking for help to solve a technical issue. He had been unable to find anyone to work on it. The crane is used at boat yard/wharf in Wakefield, Yorkshire. Harston purchased the crane second hand several years ago and loves it, saying that it is perfect for the work that he does and has been exceptionally reliable. But it could use a good update of the electrics along with some repairs etc. We published his details on the Vertikal.net website as follows:

'We have had a call this morning from a reader who owns a three axle CTT city type All Terrain crane and is struggling to find anyone who can work on it. CTT - Compact Truck AG was a Swiss-based company that manufactured the first City type cranes in Europe at a plant in Ulm, Germany. The company was established by crane manufacturing veteran Franz Lutz in 1992, with Alexander Lutz becoming the managing director. The

company licensed its designs to Terex in 2000, but it failed to commercialise the product and abandoned the project after it acquired Demag in 2002. The company was eventually liquidated in 2004.' 'The particular machine in question is a 70 tonne CT3-70 which is used in a boat yard in Wakefield, Yorkshire. The owner is willing to fly an expert in from Germany or elsewhere if necessary. If anyone has any thoughts or knows who can work on

Bruce Harston's CTT3-70 when he purchased it



it, we would be delighted to put you in contact. Please email editor@vertikal.net. Harston says it is in excellent condition and perfect for the application - lifting boats, but needs some work done on the electrical system.'

The story resulted in several readers coming forward from Sweden, Italy, Germany and the UK offer help, support, information and even an offer to buy it. Mr Harston is very happy and now an avid reader.

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www.bauma-china.com
info@bauma-china.com



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Aberdeen, UK
Tel: +44 208 133 5617
www.liftex.org



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www.executivehireshow.co.uk



Samoter

February 22-25, 2017
International earthmoving and
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Verona, Italy
Tel: +39 045 8298111
www.samoter.com



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Atlanta
February 27-1 March 2016
Tel: +1 800 334 2177
www.therentalshow.com



Conexpo-Con/Agg 2017

March 7-11, 2017
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Spanish Public works & construction
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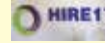
Apex

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International powered
access fair
Amsterdam, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



Hire17

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Australian Hire & Rental association
annual convention and show
Rosehill Gardens, Sydney, Australia
Tel: +61 (0)2 9998 2255
www.hireandrental.com.au



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UK/Ireland crane and access event.
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www.vertikaldays.net



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Hohenroda, Germany
Tel: 05033 981742
www.platformers-days.de



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Intermat 2018

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www.paris-en.
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301 Terex-Demag AC 30 City	2006	4x4x4	25,00m + 13,00m + 1,20m
351 Liebherr LTM 1030-2.1	2005	4x4x4	30,00m + 15,00m
351 Liebherr LTM 1030-2.1	2006	4x4x4	30,00m + 15,00m
451 Faun ATF 45-3	2006	6x6x6	34,00m + 15,20m
501 Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
501 Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
501 Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
651 Tadano Faun ATF 65G-4	2007	8x6x8	44,00m + 16,00m
701 Tadano Faun ATF 70G-4	2013	8x6x8	44,00m + 16,00m
801 Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m + 1,60m + Runner
801 Faun ATF 80-4	2005	8x8x8	48,50m + 16,00m + Runner
801 Terex-Demag AC 80-2	2004	8x8x8	50,00m + 17,60m
801 Terex-Demag AC 80-2	2003	8x6x6	50,00m + 17,60m + Runner
801 Terex-Demag AC 80-2	2003	8x6x6	50,00m + 17,60m + Runner
1001 Grove GMK 5100	2005	10x6x10	51,00m + 18,00m + 2,50m + Runner
1601 Tadano Faun ATF 160G-S	2009	10x8x8	60,00m + 37,00m
2001 Terex-Demag AC 200-1	2005	10x8x8	68,00m + 33,00m + 1,50m
2001 Liebherr LTM 1200-5.1	2009	10x8x10	72,00m + 22,00m
2501 Demag AC 665 SL	1997	12x6x8	58,00m + 41,00m + 65,00m + 2,00m
4001 Liebherr LTM 1400-7.1	2007	14x8x12	60,00m + 56,00m + 84,00m

RT-TELESCOPIC-MOBILE CRANES

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701 Tadano GR 700 EX	2008	4x4x4	44,0m/17,70m
801 Grove RT 890 E	2008	4x4x4	43,0m

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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
Utility Equipment	www.utility-equipment.com
Vertimac	www.vertimac.com
Wilson Access	www.wilsonaccess.co.uk

Special/Bespoke Access & Lifting Solutions

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

Special & Niche Access

Acrolift	www.acrolift.co.uk
DENKA Narrow	www.rothlehner.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
JMS Plant Hire	www.jms-plantire.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.genielift.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
GT Lifting Solutions	www.gtlift.co.uk
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Riwal	www.riwal.com/used
Vertimac	www.vertimac.com
VHS Vissers Hefftruck Service	www.vhsblad.nl

Telehandler Rental

ABBA	www.abbaplantire.co.uk
GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Plant Hire	www.jms-plantire.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

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

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

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagr.com
Grove	www.grovetworldwide.com

HCME (Hitachi-Sumitomo)	www.nrcplant.co.uk
Jekko Minicrane	www.jekko.it
JMG	www.jmgcranes.com
Klaas	www.utility-equipment.com
Kobelco	www.kobelcocm-global.com
Liebherr	www.liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicran.es.co.uk
Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk
Potain	www.manitowoccranes.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano	www.tadano.co.uk
Tadano Japan	www.tadano.com
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
Penny Hydraulics	www.pennyhydraulics.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Cotec Oy	www.cotec.fi
Cranes4Cranes	www.cranes4cranes.com
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
London Tower Cranes	www.londontowercranes.co.uk
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-krane.de
NRC	www.nrcplant.co.uk
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Transloader Services	www.transloaderservices.co.uk
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
ABBA	www.abbaplanhire.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
Cork Crane Hire (Liverpool)	www.corkcranehire.com
Crane Hire Ltd	www.cranehireltd.com
City Lifting	www.citylifting.co.uk
Emerson Cranes	www.emersoncranes.co.uk
J&M Crane Hire	www.jandmcranehire.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
NRC	www.nrcplant.co.uk
Port Services Heavy Crane division	www.portservices.co.uk

Mini Crane Hire

Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Height for Hire	www.heightforhire.com
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Lift Limited	www.liftminicranehire.co.uk

NRC	www.nrcplant.co.uk
Hird	www.hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

City Lifting	www.citylifting.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower	www.ladybirdcranehire.co.uk

Crane Hire

J&M Crane Hire	www.jandmcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk

Tower Cranes

London Tower Cranes	www.londontowercranes.co.uk
Electrogen Int	www.electrogen.ie

Heavy Lift Management

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

DWLS	www.dwls.com
HCI Consulting	www.hiconsulting.com

Ancillary Equipment

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

Ritchie Brothers	www.rbauction.com
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Battery Suppliers & Manufacturers

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

Load Cells & 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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JMS PLant Hire	www.jms-plantire.co.uk
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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
Eco power pads	www.outriggerpads.co.uk
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.nl
Nylacast	www.nylacast.com
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com

Parts & Service Suppliers

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

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertical.Net	www.vertical.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Insphire	www.insphire.com
MCS Rental Software	www.mcs.co.uk

Plant Filters	www.plantfilters.co.uk
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Replacement Filters

AGS	www.ags-btp.fr
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Airtek equipment	www.airteksafety.com
Heaton Trestle Handrail System	www.heatonproducts.co.uk
Heaton Scaffold Towers	www.heatonproducts.co.uk
Load Systems UK Ltd	www.loadsystems.com
Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
inspHire	www.insphire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk

Structural Repairs

Avezaat Cranes	www.avezaat.com
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services	www.jtcranes.co.uk

Training Associations & Networks

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

Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
Astra Access	www.astratraining.co.uk
Boss Training	www.bosstraining.co.uk
IAPS	www.iapsgroup.co.uk
Active Safety	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
UTN	www.utntraining.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Approved Safety Training -Ca	www.approvedsafetytraining.com
GT Access	www.gtaccess.co.uk
Lift-Manager	www.lift-manager.com
LTC Training Services	www.ltcTRAININGSERVICES.CO.UK
Nationwide Platforms	www.nationwideplatforms.co.uk/Training
SGB	www.sgb.co.uk
Smart Platform Rentals	www.smartplatforms.com
Transloader Services	www.transloaderservices.co.uk
Warren	www.warrenacesstraining.co.uk/courses/

Safety Training

Atlas Cranes UK	www.atlasgmbh.com
Avon Crane	www.avoncrane.co.uk
Brogan Group	www.brogangroup.com
Davis Access	www.davisaccess.co.uk
Emerson	www.emersontraining.com
Height for Hire	www.heightforhire.com

Training Services

Facelift	www.facelift.co.uk
HCS	www.hydrauliccraneservices.co.uk
Hewden Training	www.hewden.co.uk/training
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Horizon Platforms	www.ipaftrainingcourses.co.uk
JLG Training	www.jlgeurope.com
L&B Transport	www.lbrtransport.co.uk
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.letltd.co.uk
Loxam	www.loxam-access.co.uk
Lyte	www.lyteladders.co.uk
Mainline Access	www.mainline-access.co.uk
Mentor Training	www.mentortraining.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk

Wire Rope & Cable

Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de

Winches & Hoists

Rotzler	www.rotzler.com
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Tyre suppliers

Mitas Tyres	www.mitas-tyres.com
OTR Wheel Engineering - OTR Europe	www.otrwheel.com

Traffic Management

Atlas Traffic Management	www.atlastm.co.uk
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Electric,
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NISSAN - CAPSTAR 35.1 I

Truck mounted working platforms

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JLG - 4394RT

Scissor lifts

Diesel, 4x4 Drive,
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2008 | PHM-Id 08417

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JLG - 800AJ

Articulating boom lifts

Diesel, 4x4x2 Drive,
26.5m Working Height,
2001 | PHM-Id 08405

€21,900



JLG - 860SJ

Boom lift

Diesel, 4x4 Drive,
28.2m Working Height,
2003 | PHM-Id 08083

€27,900



HAULOTTE - H43TPX

Boom lifts

Diesel, 4x4x4 Drive,
42.2m Working Height,
2013 | PHM-Id 08420

€98,000



JLG - I350SJ

Boom lifts

Diesel, 4x4x4 Drive,
43.3m Working Height,
2006 | PHM-Id 07738

€74,000



KATO - CR-250

Telescopic Crane

25t, 4X4X4 Drive, Aircon
28.0m Boom, 8.2m Jib
2000 | PHM-Id 07862

€74,500



TEREX-DEMAG - AC100

Telescopic Crane

100t, 10X8X10 Drive, Intarder
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2005 | PHM-Id 07343

€319,000



TEREX-DEMAG - AC120/I

Telescopic Crane

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V20130 - Skyjack SJ3219 - 2007
Electric - 7,8 Mtr. - 185 Hrs.
€ 3.950



V19784 - JLG 2030ES - 2008
Electric - 8,1 Mtr. - 311 Hrs.
€ 4.950



V20440 - Genie G53246 - 2000
Electric - 11,75 Mtr. - 1008 Hrs.
€ 4.250



V20341 - Haulotte Compact 12 - 2003
Electric - 12 Mtr. - 870 Hrs.
€ 4.950



V20402 - Iteco IT12122 - 2006
Electric - 13,9 Mtr. - 603 Hrs.
€ 6.500



V20209 - Genie GS3384RT - 2005
Diesel 4x4 - 12,06 Mtr. - 1951 Hrs.
€ 9.500



V18450 - Liflux SL 125-22LD - 2003
Diesel 4x4 - 14,5 Mtr. - 2473 Hrs.
€ 7.500



V18876 - Skyjack SJ8841 - 2004
Diesel 4x2 - 14,5 Mtr. - 2970 Hrs.
€ 8.950



V19859 - JLG 4394RT - 2005
Diesel 4x4 - 15,11 Mtr. - 2215 Hrs.
€ 14.500



V19902 - Haulotte H18 SX - 2008
Diesel 4x4 - 18 Mtr. - 1695 Hrs.
€ 16.000



V19954 - Skyjack SJ12 - 2011
Electric - 5,65 Mtr. - 110 Hrs.
€ 4.500



V19342 - JLG Toucan 10E - 2011
Electric - 10,1 Mtr. - 393 Hrs.
€ 12.950



V20270 - Genie Z30-20NRJ - 2001
Electric - 10,89 Mtr. - 1396 Hrs.
€ 11.500 - New wheels



V20450 - Niftylift HR12NDE - 2004
Bi-Energy - 12,2 Mtr. - / Hrs.
€ 8.750



V18924 - JLG M600JP - 2007
Bi-Energy - 20,39 Mtr. - 1304 Hrs.
€ 26.000



V19194 - JLG 450AJ - 2007
Diesel 4x4 - 15,72 Mtr. - 2049 Hrs.
€ 19.500



V18717 - Haulotte HA16SPX - 2006
Diesel 4x4 - 16 Mtr. - 3358 Hrs.
€ 13.950



V19158 - Manitou 200ATJ - 2012
Diesel 4x4 - 20 Mtr. - 1675 Hrs.
€ 42.500



V19786 - JLG 1250AJP - 2006
Diesel 4x4 - 40,1 Mtr. - 4520 Hrs.
€ 72.500



V19842 - Haulotte HA41PX - 2007
Diesel 4x4 - 41 Mtr. - 1311 Hrs.
€ 52.500



V19035 - Aichi RZ150 - 2003
Diesel 4x4 - 17 Mtr. - 3932 Hrs.
€ 21.000



V19604 - Genie 565 - 2000
Diesel 4x4 - 21,9 Mtr. - 5448 Hrs.
€ 14.950



V18729 - Haulotte H25TPX - 2005
Diesel 4x4 - 25,3 Mtr. - 4541 Hrs.
€ 16.950



V19213 - JLG 860SJ - 2007
Diesel 4x4 - 28,21 Mtr. - 3323 Hrs.
€ 45.000



V19875 - Genie S125 - 2004
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6 units available
4WD

+ battery



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42.9 metre
4000 hours
3 units available
4WD

D diesel



Skyjack SJ-7135 RT
2007 €12500

12.5 metre
1500 hours
20+ units available
4WD

D diesel



Genie GS-3246
2006 €8500

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400 hours
8 units available
4WD

+ battery



Genie Z-60/34
2006 €32000

20.22 metre
3000 hours
6 units available
4WD

D diesel



Hinowa 14.70 III S
2014 €27950

14.00 metre
400 hours
6 units available
Tracked

D hi-energy



CTE Traccess 135
2010 €21000

13.00 metre
2000 hours
2 units available
Tracked

D hi-energy



Manitou MRT 3050
2008 €129000

29.70 metre
3800 hours
1 unit available
4WD

D diesel



Maeda MC285 CRM-E
2007 €39000

8.7 metre
1500 hours
5 units available
Tracked

D hi-energy



Maeda MC 405 CRM - E
2009 €89000

16.80 metre
1200 hours
3 units available
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