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October 2017 Vol.19 issue 7

Mobile tower
cranes

Boom lifts

Tree care

Outrigger mats
and trackway

...New owner for Acces Industrie...New 20t Terex flat top tower crane...Loxam snaps up Nacanco....

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On the cover:

A trained abseiler with Southern Cranes & Access helping remove equipment from the plant room on The Lloyd's building in London.



C&A contents

Comment 5

News 6



New owner for Acces Industrie, Comet UK opens for business, Five new Sennebogen cranes, Loxam moves into Italy with Nacanco, New MEC boom and scissor lifts, 30m spider from Platform Basket, Binladin staff acquitted, New Terex tower crane, New scissors from ELS, Mammoet expands in Australia, Biggest GIS so far, GGR's largest glazing robot, Almac moves into China, New 46ft Airo slab scissor.

Shows 45

September saw two successful exhibitions for cranes, access and telehandler buyers and users - Platformers Days in Hohenroda, Germany and JDL in Beaune, France. We bring you a few of the highlights

Hiab 49

After several years of internal struggles, Hiab has entered a new era and expressed a new vision of the future. Mark Darwin reports

from Hiab's main production facility in Sargard, northern Poland.



17

Mobile self-erecting tower cranes



27

Booms



39

Outrigger mats and trackway



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Mobile self-erecting tower cranes 17

Mobile tower cranes appear to be coming of age as an increasing number of markets begin to take them more seriously. The UK for example has seen the mobile tower crane fleet increase by



more than 25 percent. So has the sector finally made it into the mainstream crane rental market?

Booms 27

Developments within the self-propelled boom lift market have been coming through thick and fast over the past few years, following a dearth of development for many years. We catch up



with some of the latest new models and product changes.

Lifts and lifting for arborists 35

Statistics show that the tree care industry is one of the most hazardous occupations there is, accounting for a fifth of powered access related fatalities, a higher percentage of falls from height and an alarmingly high rate of crane overturns.

C&A investigates...

Mats and trackway 39

In recent years the use of outrigger pads and mats have become far more widespread and this seems to have contributed to a reduction in the number of cranes and large truck mounted lift overturning incidents. However, there is still



plenty of work to be done spreading the word...

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No country for old men

The title of the 2007 Best Film Oscar is taken from the opening line the poem by William Butler Yeats *Sailing to Byzantium* written in 1928.

*That is **no country for old men**. The young
In one another's arms, birds in the trees
- Those dying generations - at their song,
The salmon-falls, the mackerel-crowded seas,
Fish, flesh, or fowl, commend all summer long
Whatever is begotten, born, and dies.
Caught in that sensual music all neglect
Monuments of unageing intellect*

The poem is a lament for the way the young neglect the wisdom of the past and presumably the old. We have all heard the conundrum - 'you can't get a job without experience but the only way you get experience is by having a job!' Yet we have seen many large companies appoint younger highly qualified middle managers - some straight out of university - replacing older and far more experienced people.

One access manufacturer - MEC - is doing the opposite, seeking out these 'more experienced staff. It believes that these senior people are of huge benefit to the company.

We work in an industry where 'people buy from people' and personal relationships can often make the difference between winning or losing business. These 'elder statesmen' bring experience and contacts gained over many years, in an industry that despite what some may say, does take a good few years to establish a reputation.

Of course, it is wonderful to see young people entering the industry, but there is a distinct lack of young blood at the grass roots level, an area critical for the industry. No matter the qualifications, new entrants need many years' experience before they are truly self-functioning. We should recognise that doing an excellent job is not age or training, but experience and competency related. And it is vital to recognise that having been trained is not the same as being competent.

For example obtaining an IPAF PAL card does not mean you are competent to operate a large platform on a busy, challenging job site - that requires experience. Training + experience = competency. This is even more so with cranes, where the load and rigging is a constantly variable and critical factor.

Sarens has three levels of operators and riggers - entry level where the newly trained begin with level three being the fully qualified/experienced and competent operators.

In many companies however a high proportion of level one and two operators or rigger drop out of the industry after several years - particularly in the UK - because of the long, unsocial hours including weekends and the travelling - at a time when they have young families to support.

But if competency is critical how do you measure it?

One suggestion at the recent London crane conference was to introduce a tough independent test unaffiliated with the training - such as the HGV driving test. However you look at it, experience plays a major part at all levels in our industry and getting rid of it makes no sense at all. Being 'more experienced' should be looked on as being a definite positive.

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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New owner for Acces Industrie



Parquest Capital has acquired French rental company Acces Industrie in a deal which values the struggling business at €100 million.

The complex two stage deal involved a major refinancing of the company's €70 million debt plus other liabilities of around €30 million. Part of this involved acquiring a controlling stake held by Butler Capital Partners in September. This takes the company's holding to 91.68 percent, with over 95 percent of the voting rights and it has made an offer for the remaining publicly quoted shares of €6.78 a share. The company will then be delisted.

Acces Industrie had revenues last year of €53.2 million and runs a fleet of 4,750 aerial lifts and telehandlers from 29 locations in France. The company has been loss making for several years but last year it managed to post a positive result with a pre-tax profit of €5.6 million.

AA Access acquired

UK cleaning and industrial maintenance company High Access has acquired AA Access the specialist truck mounted rental company from founder/owner Andy Ainsworth. Ainsworth and the AA Access team will remain with the business, with Niel and Adam Bethell of High Access joining the company as directors.

Ainsworth started the business in 2003 and its fleet includes units as small as 10 metres through to the 70 metre Bronto 70 XDT. A large proportion of its work comes from the supplying platforms to the film and television industry.

Bethell said: "We are focused on further expanding the High Access business, particularly in Birmingham, Leeds, Scotland and London and the AA Access acquisition was part of this long-term strategy. High Access was built on strong customer relationships and standing out in the sector for quality. Because of that the AA Access acquisition was the perfect deal for us."

High Access was established by chief executive Niel Bethell in 2005. The acquisition is funded in part by BGF, which made a £3.3million investment available in July last year to pursue further growth.



One of AA Access' 70 metre Bronto S70XDT truck mounted lifts

New MEC boom and scissor lifts

California-based boom and scissor lift manufacturer MEC has announced two new products, built for the company in China. The 19ft Micro 19 slab scissor lift joins the current 13ft 1330SE Micro scissor lift and includes the same features including full direct electric drive for longer battery life. Overall length is just 1.5 metre - or 1.4 metres with entry ladder removed - width is 810mm and 226kg platform capacity. The machine weighs 1,220kg including the 600mm rollout deck extension and automatic pothole protection.

The second new product is a high specification 45ft Rough Terrain articulated boom lift - the 45-AJ. Powered by a Kubota diesel it offers 360 degree continuous slew, solid rough terrain tyres, a triple entry platform with swing gate and oscillating front axle. Outreach is 7.6 metres with an up and over clearance height of 7.5 metres. Maximum platform capacity is 227kg.

Both units are almost certainly built for MEC by Dingli in China to MEC's detailed design changes to existing Dingli products in order to deliver a cost effective product with all the MEC 'bells and whistles'.



MEC's new Micro 19 ultra compact slab scissor lift feature direct electric drive

Loxam moves into Italy

Loxam is to acquire an 80 percent stake in Italian powered access rental company Nacanco from the Giusto family, which retains a 20 percent holding while continuing to support the development of the business. Nacanco - established in 2001 with revenues last year of around €27 million - operates from 14 locations in the northern and central Italy. No financial details have been disclosed. The deal is subject to regulatory approval, but is expected to close by the end of the year.

Loxam president Gérard Déprez said: "The acquisition of Nacanco completes our footprint in Western Europe. Nacanco is a well-established player which has contributed to the development of the Italian equipment rental market thanks to an ambitious growth strategy. We look forward to working with its management team and employees."

Comet UK opens for business

Italian truck and trailer mounted lift manufacturer Comet has appointed its new UK distributor, Comet UK. Operating from a brand new facility near Malton in North Yorkshire, Comet UK is a new division of

Rytec Industrial Equipment, an agricultural, forestry and horticultural equipment distributor that dates back to 1992.

The new business will initially focus on the Comet X lift range - with working heights of 12 and 14 metres and up to 6.5 metres of outreach - and the 4x4 Xiraffe. A demonstration/roadshow tour is scheduled for later this month with plans to show the larger Comet truck and van mounted lifts - including fully insulated models - in the New Year. Watch out for the launch of a new Comet spider lift range.

The Comet X range platform on a short trailer, a pick up and a 4x4 buggy chassis



Skyjack partners with Trackunit

Skyjack has announced a partnership with Trackunit to provide a variety of telematics solutions from next year. The move follows increasing demand from buyers and users for built-in remote connectivity. Skyjack will work with Trackunit to provide easy access to machine data and diagnostics rather than use a propriety system that might not work as well with customers ERP systems and other brands of equipment. The targeted launch date is the first quarter of 2018.

Five new Sennebogen cranes

Sennebogen has unveiled five new cranes at the company's 65th anniversary celebrations at its head office in Straubing, southern Germany. Included in the launch of 10 new products were two telescopic crawler cranes - the 16 tonne 613E and the 30 tonne 633E - the 50 tonne 1100E crawler, the 70 tonne 670E duty-cycle crawler and the 40 tonne 643E available with either a wheeled or crawler undercarriage. The company has finished its 35,000 square metre extension to its Straubing plant.



Sennebogen 613E

Managing director Erich Sennebogen said: "A lot has changed over the past 65 years. It is not just the machines that have kept getting bigger, our portfolio is constantly growing and we always need to be thinking about future developments."



Sennebogen 643E

Sennebogen 1100

UK MOT exemption

The UK's current exemption from an annual MOT for larger truck mounted lifts and mobile cranes mounted on regular truck-based commercial chassis is to end.

From 20th May 2018 all truck mounted lifts and mobile cranes mounted on a HGV-based chassis with a Gross Vehicle Weight up to 44 tonnes will be required to have an approved MOT certificate.

This will also affect these vehicles to be submitted to Whole Vehicle Type Approval before being registered for the first time. The change is expected to apply to almost 30,000 vehicles.

Larger cranes which come under STGO rules will continue to be exempt for practical reasons. The full report, can be viewed at www.gov.uk/government/consultations/hgv-periodic-testing-and-inspections-exemptions

30m Platform Basket spider



Italian spider lift manufacturer Platform Basket unveiled its new 30 metre 30T spider at GIS this week. The straight telescopic machine features a five-section boom plus articulating jib. It has an overall stowed width of just 880mm with hydraulic track extension for greater width and stability while travelling.

The 30T includes high clearance outriggers with variable positioning, including asymmetric set up, automatic levelling and stowage. Maximum outreach is 14.2 metres with automatic working envelope monitoring, a maximum platform capacity of 230kg and the quick detach basket is standard. Managing and sales director Carlo Molesini said that more new models are planned for next year.



The new 30 metre 30T.



Binladin staff acquitted

A court in Mecca, Saudi Arabia has acquitted all 13 people charged with negligence for the 2015 incident in which a larger crawler crane overturned onto the Grand Mosque, killing at least 109 people. The Penal Court's verdict declared that the company - Saudi Binladin - and those charged were not criminally responsible for the incident as it could not have predicted the severe thunderstorms and violent winds that brought the crane down onto the Mosque. Saudi Arabia's attorney general has apparently filed an appeal against the decision.



Ruthmann acquires HUBltec

Ruthmann has acquired its Swiss dealer Hubitec and changed its name to Ruthmann Schweiz. The all-share purchase means that Ruthmann now sells through wholly owned company stores throughout the German speaking market. The company will retain the Hubitec premises and all of its staff, including majority shareholder and general manager Roger Wagner - who becomes general sales manager of the rebranded business - and service manager Ralf Bechtiger.

Roger Löhner who previously worked in the automotive industry, will take over as general manager while Rolf Kulawik will be chairman and Uwe Strotmann as a director along with Wagner and Bechtiger.

Ruthmann Schweiz will continue with Hubitec's strategies with a focus on the distribution and support all of all Ruthmann products, as well as Versalift van and truck mounted lifts.



The Ruthmann Schweiz management team: (L-R) Rolf Kulawik, Roger Wagner, Roger Löhner, Uwe Strotmann, and Ralf Bechtiger.



The new Terex CTT 472-20

New Terex CTT flat top

Terex has unveiled a new 20 tonne flat top tower crane, the 470 tonne/metre CTT 472-20. The new crane can handle four tonnes at its maximum jib length of 80 metres and offers 11 different jib configurations from 30 to 80 metres. It can be erected with either the H20, HD23 or TS212 tower sections, as well as a combination of them by using transition sections. All jib sections come pre-assembled with a life-line for lanyard attachment and fully galvanised walkways.

The new crane will also be the first to include the new Terex tower crane cab that will eventually be added to all flat top, hammerhead and luffing jib models. It provides the operator with far greater comfort with a fully adjustable 'comfort seat', short throw joystick controllers and a full colour seven inch anti-glare screen which displays all operational data, along with troubleshooting information. The cab also includes a built-in automatic heating and air conditioning system that is said to maintain a consistent cab temperature regardless of outside conditions.

The CTT 472-20 includes a new control system with expanded configuration options and Terex Power Plus, which can temporarily increase the maximum capacity by up to 10 percent. Radio remote controls are optional.

Four new IMT cranes

US-based loader and service crane manufacturer and distributor Iowa Mold Tooling (IMT) has unveiled four new loader cranes, the 610, 710, 810 and 910.

The new models are essentially US versions of the HMF range topped by the 910K, and replace the IMT 5/33, 6/39 and 7/48 cranes. They offer increased load moments ranging from six to nine tonnes with hydraulic boom reach of up to 14 metres. The new cranes will also feature the HMF Electronic Vehicle Stability (EVS) system, which monitors the tilt angle of the truck's chassis inputting the tilt angles, chassis flex and outrigger pressures into the fully integrated Rated Capacity Limiter (RCL) to maximise lifting capacities, while enhancing machine safety and improving speed and efficiency.



The new IMT 610



One of the round table discussions

Crane Safety conference

The Institution of Mechanical Engineers held its second Crane Safety conference at its headquarters on Birdcage Walk, London last month. The event was well attended by delegates from major contractors and offshore companies along with a few representatives from manufacturers and rental companies.

The conference was chaired by Vaughan Cole, former HM principal specialist inspector of health and safety. Presentations included a wide range of health and safety issues, case studies and updates on new regulations and changes in HSE policies and strategies.

One overriding issue that came out during the round table discussions concerned crane operator and rigger competency and how to more effectively transition newly trained and certified recruits to a highly skilled and experienced level, given that a good number of new recruits move to other jobs with less onerous hours and travel demands after five years or so. There is also an increasing shortage of skilled and experienced staff even to supervise newly trained recruits.

One point that was made is the need to move to a totally independent NCCCO type testing and certification programme for operators and riggers, to assess and evaluate knowledge and skills while not being connected to any training programme. This is a subject we will come back to in future issues.



Jarrod King of the HSE

ELS adds two scissors

Turkish aerial lift manufacturer ELS has launched two brand new scissor lifts at Platformers Days extending each end of its range and taking it into new areas of the market. At the smaller end it unveiled the 11.6ft Junior 5.5SP micro self-propelled slab electric scissor lift with a working height of 5.5 metres and platform capacity of 250kg and overall dimensions are 1.41 metres by 760mm with a height of 1.85 metres. Weight is 680kg complete with a 500mm roll-out deck extension.

At the other end of the scale the ELS RT18L is a 53ft dual deck Rough Terrain scissor lift that goes head to head with the products from Genie, JLG and Skyjack etc. In fact the prototype's specifications are identical to the Genie GS-5390 RT. We actually thought it was a Genie in ELS colours, but the scissor stack castings clearly indicated that this is a genuine ELS machine.

The RT18L has a working height of 17.95 metres, an extended platform length of 7.38 metres with 690kg capacity on the main deck and 227kg on the extensions. Overall weight is 7,639kg. The lift has levelling jacks and can drive at platform height of up to 9.14 metres.



The new ELS Junior 5.5SP



The prototype ELD RT18L - very Genie!



Mammoet Australia's new Liebherr LTM 1250-5.1 in the new Perth yard

Mammoet expands in Australia

Netherlands-based heavy lift group Mammoet has opened two new locations in Australia taking its total in the country to four. On the west coast the company has a new yard at Perth Naval Base, adding to its existing office at the location. As part of the move 12 new cranes are being added to the local fleet, ranging from a 25 tonne Terex Franna to a new 250 tonne Liebherr LTM 1250-5.1 All Terrain.

It has also opened a new office in Brisbane's Central Business District to serve the east coast adding to its existing locations in Darwin and Port Hedland. The new facilities are part of a move by the company to get closer to its customers. It has been working in Australia since 2002, mainly on civils contracts, petrochemical and the mining industry.

Tadano appoints in Italy

Tadano has appointed Tecno Trades as its new dealer for Italy. The company specialises in lifting and access equipment and is an official dealer for Locatelli Rough Terrain cranes, even though the Japanese manufacturer offers an extensive Rough Terrain crane line up of its own.

The company trades both in Italy and overseas selling new and used equipment. The company is based in San Giorgio di Mantova (Mantua) with workshops nearby in Castel Goffredo.



(L-R) Massimo Rodella and Marco Rodella of Tecno Trades with Margarita Arnst, Stephan Goluch and Paul Brown of Tadano at GIS, Piacenza



Tecno Trades facility in San Giorgio di Mantova

Heavy electric fork trucks

Kalmar has launched a range of fully electric forklift trucks with capacities ranging from nine to 18 tonnes and lifts heights to seven metres. The range of 13 models or variations runs from the nine tonne ECG90-6 to the 18 tonne EC180-6 with overall widths of 2.5 metres and gross weights of between 17 and 22.4 tonnes. The forklifts can operate for up to eight hours on a single charge, thanks to an efficient AC drive train.



Kalmar's new 18 tonne electric fork truck the EC180-6



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Biggest GIS so far

GIS - the *Giornate Italiane del Sollevamento*, or Italian Lifting Days as it is in English - was held earlier this month in its usual location of Piacenza. This year the event was clearly by far the largest GIS so far with around 300 exhibitors showing cranes, aerial lifts, telehandlers, port equipment and heavy transport trailers.

The show has now easily surpassed the construction equipment exhibition Saie - or the Bologna Fair as it is also known - at least in terms of lifting equipment. The organisers expected between 10 and 15,000 visitors over the three days. While the number of new products on display was somewhat limited - due more to the time of year than anything else - there was still plenty to see and a good deal of news, some of which we have already covered elsewhere.

Here are a few new product photos, a full photo tour can be found on www.vertikal.net - search GIS. The next GIS will be held in 2019.



Manitou's new 30 metre/5,000kg MRT3505+ telehandler



The new Terex RT90



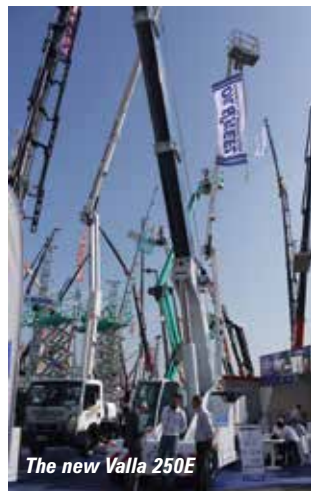
The new Ferrari 7173C



The new CMC PLA 220 3.5t telescopic



The Mait T-35 telescopic crawler



The new Valla 250E

IPS mobile consumables store

UK aerial lift parts specialist IPS has launched a mobile consumables store in addition to its fleet of spare parts vans.

The first consumables van will cover the West Midlands, south west England and south Wales and will carry workshop tools, Personal Protection Equipment and consumables.



GGR's largest glazing robot

UK crane and glass handling specialist GGR has launched the Oscar 1400, its largest glazing robot to date. The new machine is designed to lift heavy glass panels, ceramic plates, plastic boards and other non-porous sheet material.



The new GGR Oscar 1400.

The dual circuit Oscar 1400 has a maximum capacity of 1,400kg and an overall width of 1.3 metres. The boom extends to 2.3 metres, has the ability to slew 90 degrees left and right with 360 degrees of head rotation and tilts 90 degrees up and down. The robot also features stabilisers for added stability when moving over uneven ground and a powered side shift function for moving the device exactly into position when assisting with glass installation.

Driving Innovation

UK sales, rental and training group AFI hosted its first innovation and safety event at Whittlebury Hall in Northamptonshire.

The event, dubbed Driving Innovation, was compered by AFI's Brian Parker and included a wide range of speakers from the Health & Safety Executive to contractors and manufacturers and included various exhibits including a prototype Skyjack scissor lift controller aimed at eliminating inadvertent operation and another scissor lift fitted with Blandford Engineering's net system to catch dropped tools and fixings.

The seminar dealt with a number of topics including the economy and two stand-out presentations on mental health dealing with the challenges and cost to companies.



Blandford Engineering's prototype dropped tools and fixings net



AFI's Driving Innovation event



Yuting Shih of Changzhou Xinlanling confirms the agreement with Riccardo Vanini of Almac watched by Denny Furchieri of Almac

Almac moves into China

Italian aerial lift manufacturer Almac has delivered its first tracked scissor lifts in China, where they are being distributed by Changzhou Xinlanling. The first units to arrive with Xinlanling included a 19ft Bibi 850BL and Bibi 850HE. The company which is based in Changzhou, eastern China, also sells Genie aerial lifts and spider lifts from Hinowa and Platform Basket.

New 46ft Airo slab scissor

Airo has launched a new 46ft compact slab scissor lift, the X16 EW. The new machine has classic 1.2 by 2.4 metres slab scissor lift dimensions with an overall weight of 3,600kg.

Working height is just under 16 metres, while platform capacity is 250kg on both the main deck and the 1.5 metre deck extension. The new lift is driveable at full height and is rated for indoor use only. Shipments should start in November.



The new Airo X16E



The swing out side packs

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Strong start for Ashtead

Ashtead, owner of Sunbelt Rentals in the US and A-Plant in the UK, has reported a strong first quarter. Overall revenues increased 16 percent to £880.1 million with pre-tax profits up 19 percent higher to £228.9 million.



Sunbelt Rentals

Sunbelt Rentals saw revenues increase 15 percent to \$982.8 million, roughly half from organic growth and half from acquisitions. Utilisation held steady at 71 percent and operating profit jumped almost 19 percent to \$319.7 million.



A-Plant

In the UK A-Plant revenues grew more than 23 percent to £118.8 million thanks to acquisitions such as Plantfinder and Hewden, as well as increases in same store sales. Utilisation was 69 percent, while operating profits were 27 percent higher at £22.4 million. Group capital expenditure increased 15 percent to £377 million.



Seven to take all of Coates

Australia's Seven Group is planning to buy Carlyle's holding in rental company Coates Hire for A\$517 million (\$411 million) along with shares held by minority stockholders to give it outright ownership of the business. Seven currently holds 46.7 percent of the company's shares. It will fund the purchase with existing debt and cash, including proceeds from the recent sale of WesTrac China and will also assume all of Coates's A\$1.04 billion (\$800 million) in debt. Carlyle and Seven acquired Coates in 2007 in a deal that valued the business at A\$1.7 billion.



Tat Hong in play

Singapore-based crane rental group Tat Hong - which is also the parent of Australian crane and access company Tutt Bryant - has announced that it has received an 'approach' from parties wishing to acquire a major stake in the business, although it has not been quite that specific in its official announcements. An official statement from the company said: "The board wishes to inform shareholders that the Company has been approached by certain parties in connection with a potential transaction in relation to the securities of the Company. The discussions are ongoing and there is no certainty or assurance whatsoever that any transaction will arise from these discussions. The Company has appointed Rippledot Capital Advisers Pte. Ltd. as its financial adviser in connection with such approaches."



Hiab completes Argos acquisition

Hiab has finalised the acquisition Brazilian loader crane manufacturer Argos Guindastes Indústria e Comércio, one of Brazil's leading loader crane manufacturers. The business will be rebranded as Hiab Brasil Guindastes e Serviços.



Manitowoc proposes share reduction

Manitowoc Crane has announced plans for a reverse stock split, whereby it will swap four existing shares for one new share, in order to cut the number of shares in circulation from 300 million to 75 million.



The company believes that the resulting reduction and resulting higher price per share could improve marketability and facilitate share trading. It will hold an extraordinary shareholders meeting during the fourth quarter to seek approval for the share reduction. A two third majority is required.

Collett moves into Ireland

UK transport and heavy lift company Collett has set up a new subsidiary - Collett (Ireland). The new business is registered in the Irish republic to satisfy Irish Tax regulations and has been granted a Road Transport Operator Licence by the Department of Transport to operate within the country.



Collett was established more than 40 years ago and says that due to increased work volumes and anticipated workload - together with current orders for projects in the Irish market - the time was right to set up an Irish subsidiary. The company is currently delivering to the Tullahennel and Meenwaun Wind Farm projects.

Loxam acquires 80 percent of Nacanco

Loxam is to acquire an 80 percent stake in Italian powered access rental company Nacanco from the Giusto family, which will retain a 20 percent holding, while also continuing to support the development of the business. Nacanco was established in 2001 and had revenues last year of around €27 million, operating from 14 locations in northern and central Italy. Financial details of the transaction have not yet been disclosed. The deal is also subject to regulatory approval, but is expected to close by the end of the year.



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Norwegian underbridge partnership

German underbridge access specialist Wemo-Tec and Norwegian access rental company Drammen Liftutleie have signed a partnership agreement to offer underbridge and tunnel access solutions in Norway.

The move will build on Wemo-Tec's existing partnership with Danish underbridge specialist Frantz Schrum for Denmark and Sweden. The three companies plan to work together in the Nordic region to provide customers with a full underbridge and tunnel access service for both inspection and maintenance work.



A Wemo-Tec/Drammen underbridge unit at work in Norway.

Saez adds to telehandler network

Spanish tower crane manufacturer Grúas Saez has appointed Equipment Service as its telehandler distributor in Germany, Austria and Switzerland.

Based in Neunkirchen, north west Germany, Equipment Service also handles CMC spider lifts and truck mounted platforms. The Saez telehandler range includes three models with capacities of 3,000kg and 4,000kg and lift heights to 17 metres. The company dipped its toe in the telehandler market in 2007 but ran into financial difficulties following the collapse of the Spanish construction market and is now looking to increase its modest telehandler sales.



A Saez 357



(L-R) Tim Penny and Richard Short of Penny Hydraulics, guest speaker Sir David Walker, Robin Penny and Ashley Holmes of Penny Hydraulics.

New facility for Penny

UK loader crane manufacturer Penny Hydraulics has opened a new £2 million manufacturing facility at its site in Clowne, Derbyshire. The new buildings include a production hall, a warehouse and an office block. In addition a series of improvements have been made to the existing plant, aimed at reducing the company's carbon footprint, including the installation of a new compressor, LED lights and solar panels.

The company received a 15 percent development grant towards the project costs. The 'Invest To Grow' grant focuses on growth, innovation and the creation of sustainable jobs in the East Midlands area and was administered by Derby University. Further grants included £15,000 from the Derby and Derbyshire Energy Efficiency scheme to install LED lighting throughout the plant.

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- Genie has appointed ex-JCB America CEO **Arjun Mirdha** as chief commercial officer.
- UK rental company **TAH Access Platforms** has taken a 23m CTE Traccess T230 spider lift.
- UK rental company **Rapid Platforms** has purchased 20 new hoists from **Bumpa** and **Geda**.
- Russia's **ULK** has ordered 40 **Hiab** Loglift F96ST forestry cranes.
- UK rental company **JMS** has taken two 150ft **JLG** 1500 AJP boom lifts.
- UK rental company **AFI** has taken two 185ft **JLG** 1850SJ boom lifts.
- The government of Sark has taken a 20t **Kato CR-200Ri** City-type crane.
- German underbridge specialist **Wemo-Tec** has agreed a partnership with Norwegian rental company **Drammen Liftutleie**.



Arjun Mirdha

- **Alimak** has appointed **Charlotte Brogren** as chief technology officer.
- **Kalmar** has launched a new range of electric fork trucks with capacities to 18t.
- **Deutz** has acquired its Italian dealer **IML Motori**.
- Texas-based **CraneWorks** has ordered 31 **Manitex** truck cranes and boom trucks.
- **Ainscough Crane Hire** has new **Spierings** and **Liebherr** mobile self-erecting tower cranes.
- **Ruthmann** has opened a new service centre in Geisenfeld-Ilmendorf, southern Germany.
- Thai terminal **BMT Pacific** has ordered four 40t **Kalmar SmartPower RTG** cranes.
- UK's **Bryn Thomas Cranes** has taken a 90t **Liebherr** LTM 1090-4.1 with others on order.
- **Western Pacific Crane & Equipment** is now a **PM** articulated loader crane dealer.



Charlotte Brogren

- India's **Mtandt** has appointed **Pradeep Agarwal** as group managing director.
- UK-based **Extreme Powered Platforms** has added a 32t **Volvo** truck to its fleet.
- Scotland's **LAS Plant** and Ireland's **Power Plant Wexford** and **Height Platforms Dublin** have joined the Access Link.
- Employees of UK-based **Horizon Platforms** completed a 24 hour run to raise funds for Dementia.
- **Alo Panama** sold a 31m **Co.Me.T** truck mounted lift to Panama's **Palacio de las Garzas**.
- Dutch re-rent company **Special Equipment** has added 30 **Genie** booms and 30 scissor lifts from **Holland Lift** and **PB**.
- China's **Kunming Tianfu Logistics** has taken a **Kalmar Gloria** reachstacker.
- **Genie** has appointed **UniRent** as a new distributor for the Russian market.



Pradeep Agarwal

- UK aerial lift distributor **Skyking** has appointed **Richard Martin** and **Dave Freebody** as sales and operations directors.



Richard Martin (L) and Dave Freebody

- **IPAF** has appointed **Richard Whiting** as UK market general manager.
- Germany's **HKL Baumaschinen** has taken the 14,000th **Merlo** telehandler in Germany.
- **Isoli** has shipped eight **MPT 140 4x4** pick up mounted platforms to Vietnam.
- UK's **Platform Sales & Hire** has sold 12 large **JLG** boom lifts.
- Irish **Cranes & Lifting** has taken a new **Raimondi MRT223** flat top tower crane.
- UK-based **UTN Training** has opened a new centre near Gatwick Airport.
- Australia's **ANL** has ordered six **Kalmar 10t DCG80-100** empty container handlers.
- **Sumner Manufacturing** has appointed **NacelExpert** as its dealer for France.
- **Maxim Crane Works** is adding **Alimak** hoists to its fleet.
- German crane rental company **Rothmund Kran & Montage** has taken delivery of three **Liebherr** cranes.
- UK glazing company **Vision Aluminium Systems** has taken a **Unic URW-295** spider crane.
- Austrian crane and access rental company **Prangl** celebrated its 50th anniversary.
- Vehicle mounted lift manufacturer **Klubb** has appointed **Scandlift** as its distributor for Sweden.



Richard Whiting

- **Genie** has appointed **Buhan Okan Acar** as sales manager for Turkey and the Caspian Sea region.
- New Zealand's **McLeod Cranes** has taken a **Tadano TM-35100** truck crane.
- **Bronto Skylift** has appointed **CraneWorks Canada** as a dealer.
- South Korea's **Pyeongtaek Dangjin Central Terminal** has taken a 100t **Gottwald G HMK 4406** crane.
- **Ramirent** has renewed its rental agreement with Swedish contractor **NCC**.
- **Mediterranean Shipping Company** has ordered five **Kalmar DRT450** reachstackers.
- Fiji Ports Terminal has ordered three 45t **Kalmar DRF400-450** reachstackers.
- **Safety & Access'** (Korea) scaffold training centres have passed their **CISRS** audits.
- **Loxam Denmark** has taken delivery of two new **TCA Falcon FS330Z** spider lifts.
- **LGH** has acquired the UK division of German hoist manufacturer **JD Neuhaus**.



Buhan Okan Acar

- **FASET**, the UK safety net association, has developed a training and assessment scheme for edge protection installation.
- **JLG** has appointed **Bradley Abrahams** as sales director UK and Ireland.
- Colombian rental company **Proing** has taken a 33m **Platform Basket Spider 33.15**.



Bradley Abrahams

- Indonesian rental company **PT. Tanjungsari Prima Sentosa** (Rimasa) has ordered four **Potain MCT 205** tower cranes.
- Employees of UK rental company **Horizon Platforms** raised £2,500 for Dementia UK.
- German rental company **Frankenlift** has taken the first 15.5 tonne **Jekko JF545** spider crane in Germany.
- UK rental company **GH Johnson Crane Hire** has taken a **Liebherr LTR 1100** telescopic crawler crane.
- UK rental company **Ellis Crane Hire** has taken its first **Liebherr** crane, an **LTM 1040-2.1 All Terrain**.
- Scottish rental company **Whyte Crane Hire** has taken four large **Liebherr All Terrain** cranes.
- **Riwal Denmark** has opened the county's first **IPAF** training centre for scissors, booms and truck mounted lifts.
- **Manitex** has appointed **Steve Kiefer** as president North America.
- UK rental company **Bryn Thomas Cranes** has appointed **Gary Brown** as manager of its new depot in Newcastle.



Steve Kiefer

- **JLG** has opened a new service centre in Rock Hill, South Carolina.
- German crane and access rental company **J+B Kupfers** has taken delivery of a **Liebherr LTM 1130-5.1 All Terrain** crane.
- Rental software company **MCS** has appointed **Niclas Holmberg** as customer service consultant for the Nordic region.
- Irish rental company **CA Hire** has taken delivery of the first 85ft **Skyjack SJ85AJ** in Ireland.
- **Thomas Schramm** has rejoined **Terex Cranes** as head of sales and support in Europe and the Middle East.
- **Terex** will unveil its new **AC45 City** crane later this month.



Thomas Schramm

- **Time Manufacturing** has ordered two 72 metre **Ruthmann T235A** truck mounted platforms.
- Australia's Independent **Tree Services** has taken delivery of a 40m **ACM400** truck mounted platform.
- Indian rental company **ABC Infra Equipment** has taken delivery of the first 150ft **Genie SX-150** boom to arrive in India.
- Italian crane rental company **Danese Autogru** has taken delivery of a 220t **Demag AC 220-5 All Terrain** crane.
- US-based wholesale rental company **ERS** has appointed **Jesse Purser** to cover Virginia and the Carolinas.
- UK rental company **Media Access Solutions** has taken four 39ft **Haulotte Compact 14** scissors.



Jesse Purser

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The only solution?

Is the mobile self-erecting tower crane finally moving into the mainstream crane rental market? For many years we have wondered why this amazing feat of engineering has not been more popular outside of the Netherlands. However, looking at the latest UK and Ireland top 30 rental crane fleet survey in last month's C&A there are now 62 mobile tower cranes in the top company fleets, up more than 25 percent on 2016 and more than double the number just 10 years ago. Growth is also on the increase in Germany, Switzerland and Scandinavia.

In the UK, the top rental company fleets run more than 1,700 All Terrain cranes which puts the popularity of the mobile tower crane into perspective - a ratio of about 30 to one. Even in the Netherlands, the most developed market for this type of crane worldwide, the ratio is probably greater than 20 to one. What should it be? That is impossible to answer but given what they are able to do, surely a ratio of 15 or 16 to one is possible? This would still only take the UK fleet to 112 units.

Leading manufacturer Spierings has recently delivered its 900th mobile tower crane over a period of 30 years - an average production rate of just 30 cranes a year. This is of course on the rise as more end customers become familiar with the capabilities of this type of crane and rental companies realise that they can still achieve a good return on investment.

While the mobile tower can carry out many jobs normally handled by All Terrains, it also has many features that give it a massive advantage on some jobs, such as light to medium lifting to and from roof top applications.

Like the aluminium truck crane - such as a Böcker - the mobile tower crane can provide a cost-effective solution for jobs that require reach rather than maximum capacity. However, unlike the Böcker, the mobile tower crane may be the only solution, particularly if working in a narrow street surrounded by tall buildings where there is insufficient space to set up a large All Terrain crane.

Mobile tower benefits

The main benefits of using a mobile self-erecting tower crane is its ability to get to site and set-up very quickly - less than 15 minutes - by one operator with a remote controller. After carrying out the job



The Liebherr MK88 was launched in 2009

it can be packed up and ready to go in a similar time frame. Their chassis are fully road legal and boast 12 tonne axle loadings even when fully equipped and road speeds are also good at around 80kph - reducing the travel time to and from site.

For its reach and capacity it has a compact chassis and may even be able to set up in a single lane, avoiding the need for a full road closure. The crane is at home in restricted working spaces and in city centres, carrying out roofing work on large buildings. The operator's cab can be raised up the tower to provide a good view of the lift, particularly useful when working over buildings. The cranes have fast cycle times and are more efficient than All Terrains and there is no need for additional transport keeping costs and truck movements to a minimum. Aircraft and night working lights are now either standard or a popular option.

A choice of two

Currently there are only two major

mobile tower crane manufacturers offering a range of products - Spierings from the Netherlands and Liebherr from Germany - although there are other more niche suppliers.

Over the past 10 years Spierings has dominated sales in the Netherlands and the UK, while Liebherr - which has also been manufacturing its MK range for many years - is probably stronger in Germany and Switzerland. The Liebherr range currently includes the four axle MK88 and the five axle MK140 which were launched in 2009 and 2013 respectively. The cranes are assembled in the company's tower crane plant in Biberach rather than the mobile crane plant in Eningen which builds the chassis.

Spierings on the other hand has seven models ranging from three to seven axles and including a crawler mounted model, with the innovative three axle hybrid SK387-AT3 City Boy finally ready to come to market.

The City Boy first made its appearance as a concept machine



The Spiering's City Boy launch may finally take place next month

at Bauma 2010. It is totally different to any crane produced by Spierings so far. Development was however put on hold due financial problems which struck the company as the effects of the economic crisis took hold and Spierings struggled with administration. It made an appearance at the company's 25th anniversary celebrations in 2012 - but without a drive system. However we understand that the City Boy launch may finally take place at a special event next month.

After going into administration Spierings went through some serious restructuring with substantial layoffs and cut backs. However it quickly set out on a recovery plan and within four months showed early signs of bouncing back - concentrating on its more popular models - the four to seven axle cranes. Last September owner Leo Spierings regained 100 percent ownership of the company and appointed two new directors - Ivo Kolman

to focus on day to day general management and nephew Koos Spierings as commercial director, with responsibility for all sales and marketing, having previously been responsible for sales in the UK and Benelux region. In his new role he is planning on extending the market for both the company and the concept over a wider geographic area. Huge potential surely exists in markets such as North America, France and Eastern Europe.

Liebherr appears to have benefitted from Spierings' troubles, with sales picking up for its MK88 and more recently for the MK140. Since its launch at Bauma in 2013 the MK140 has essentially remained the same apart from the addition of the 'UK & Ireland extension' made possible because of the UK's increased axle weights. The changes involve the adaption of the tool carrier at the rear into a ballast carrier allowing it to transport an additional three tonnes of counterweight, luffing jib extension and 2.1 metre alloy mats with an electric winch to lift the mats into position.

Liebherr firsts

This year has seen many 'breakthrough' sales for Liebherr and the MK140 including the first in

Ireland to Dublin-based Crane Hire and the first in Sweden to rental company A-Lyft which already owns two MK 88s and intends to double this number next year.

Jarleth O Leary of Crane Hire said: "This is our first mobile tower crane and for an investment like this we wanted to make sure we were purchasing the right product. With the Liebherr MK140 its operational flexibility is just what we need to



A Liebherr MK88 working on a stadium project



One of City Lifting's Spierings in a typical London tight spot



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The Liebherr MK140 can luff up to 70 degrees giving a hook height of 94.4 metres



An MK140 during erection

be able to offer our existing and potential customers increased versatility on site with up to 94 metres hook height and a radius of up to 65 metres, coupled with the manoeuvrability offered by the all axle, five programme steering, to get the crane positioned in extremely restricted conditions. We particularly like the variable positioning of the elevating operator's cab."

Another crane company adding an MK140 is UK based Southern Cranes & Access which already owns an MK88. See interview on page 20.

The five axle MK140 is Liebherr's largest while Spierings also has a six and seven axle crane, with the five axle SK599-AT5 the direct competitor. Both cranes are dimensionally very similar - the SK599 is half a metre shorter - and maximum capacity is close at eight and nine tonnes respectively. However the major difference is the longer jib and working radius on the Liebherr - 65 metres compared

to 50 metres. The Spierings has a maximum capacity at maximum radius of 1,900kg at 50 metres, but the MK140 can handle this at 58.5 metres or one tonne at 65 metres. It achieves this thanks to a bigger outrigger spread over half a metre wider and 700mm longer. The other main difference is Liebherr's VarioJib allowing both trolley and luffing mode up to 70 degrees for a hook height of 94.4 metres.

The six axle Spierings has more capacity again at 10 tonnes but the 60 metre jib is not as long as the MK140. And like the SK599 it has a maximum luffing angle of 30 degrees for a maximum height of 64 metres.



A Spierings SK1265 cab

A Spierings SK599-AT5



Downsides?

Any type of crane with all these advantages must surely have a few downsides? The mobile self-erecting tower crane is certainly more complicated to operate and maintain and finding experienced operators is even more of a challenge than for other cranes. Many companies are overcoming this through in-house training and while some AT drivers are not keen on going up in the cab, there are always the remote controls.

But for a specific lift such as working in a narrow city street with a relatively light load, such as placing solar panels or an air conditioning unit onto a roof, the mobile self-erecting tower crane is in a league of one.

How the five axle MK140 compares with the Spierings five and six axle units

	Liebherr MK140	Spierings SK599-AT5	Spierings SK1265-AT6
Axles	5	5	6
Max lift	8,000kg @ 9m	9,000kg @ 13m	10,000kg @ 13.6m
Capacity@ max radius	1,900kg @ 58.5m 1,000kg @ 65m	1,900kg @ 50m	1,700kg @ 60m
Max radius	65m	50m	60m
Max hook height trolley mode	39.9m	32.6m	35.0m
Max luffing angle	45 degree std option 70 degrees, -20 degrees	30 degrees	30 degrees
Max hook height luffed	94.4m	56.3m	64.2m
Travel speed	80 kph	83 kph	85 kph
L x W x H	15.97 x 3.0 x 4.0	15.43 x 3.0 x 4.0	16.28 x 3.0 x 4.0
Max tower height	43.3m	38.3m	41.5m
Max outrigger footprint LxW	8.25m x 8.2m	7.5m x 7.66m	7.95m x 7.66m
Short rigged width	5.9m	5.72m	5.72m
Tower	3 section	3 section	3 section



Cranes, access and telehandlers...

Southern Cranes & Access is possibly the only rental company in the UK since the demise of Hewden that has a sizeable fleet of cranes, aerial lifts and telehandlers. Mark Darwin visited the head office in Horsham, Surrey to chat with founder and chairman Mike Sadler, managing director Clive Sadler and operations director Kelvin Prince.

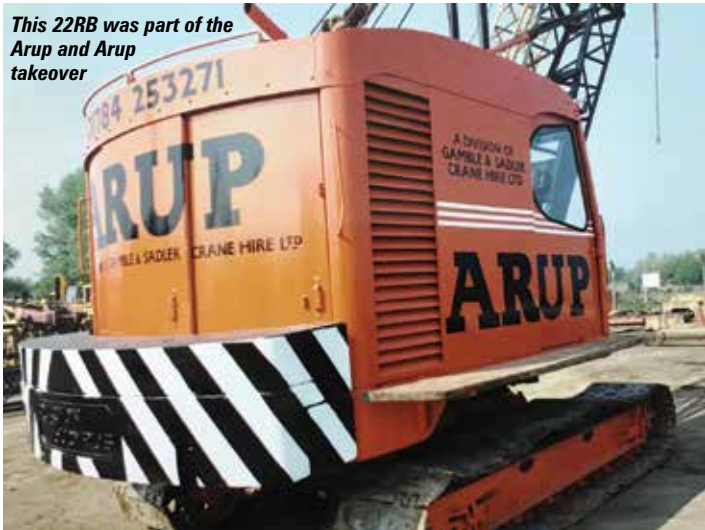
In all my company visits in the UK Southern Cranes & Access is the first with a substantial fleet of cranes, access and telehandlers. Mike Sadler founded the family business - originally called Ford Crane Hire because of its location in Ford near Littlehampton, West Sussex - in 1980 after working as general manager for Geoffrey Marsh and Hampshire-based Marsh Plant through the 1970s.

"It was a period when Marsh acquired a few companies in Oxfordshire including Curtis and Almers Crane Hire and I moved further north to set up and run it," said Mike Sadler. "However, to progress further I had to branch out on my own so I set up Ford Crane Hire with two cranes, an eight tonne Hydrocon Marksman and 15 tonne Grove Allen 1564."

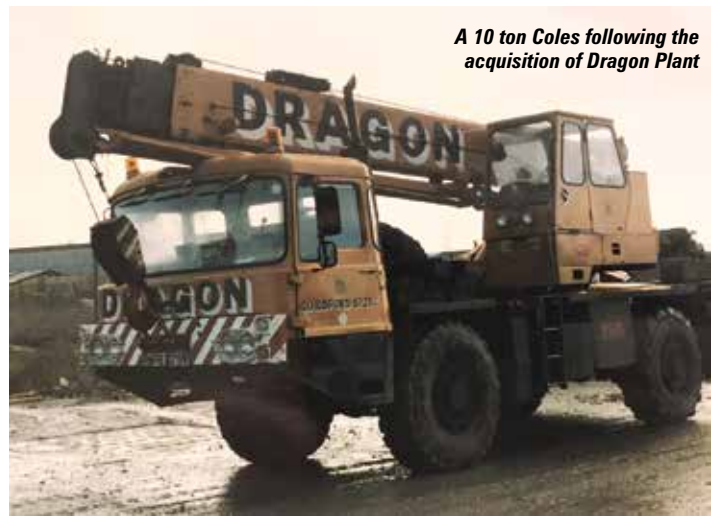
"Being in sales at Marsh Plant I knew a lot of customers and by the end of the first year we had so much business - enough for 10 cranes - that I bought a third, but obtaining money from the banks to invest in equipment was very difficult - unlike today. I knew the two brothers running Gamble Plant - a big company at the time turning over £10 to £15 million - and in June 1981 they proposed setting up a crane rental company - Gamble and Sadler - in which I would own a 50 percent share."

The crane side of the business expanded steadily through acquisitions - including Dragon Plant in Guildford and Arup and Arup in Heathrow, London - as well as buying cranes resulting in a fleet of 65 cranes by 1995.

This 22RB was part of the Arup and Arup takeover



A Liebherr LTM1350 at the Lloyd's Building in London



A 10 ton Coles following the acquisition of Dragon Plant

Sold to Hewden

In 1995 however Hewden purchased the company after offering 'silly money' and Sadler -

under a non-compete and exclusion clause - was tied in to work for Hewden as southern region director for three years.

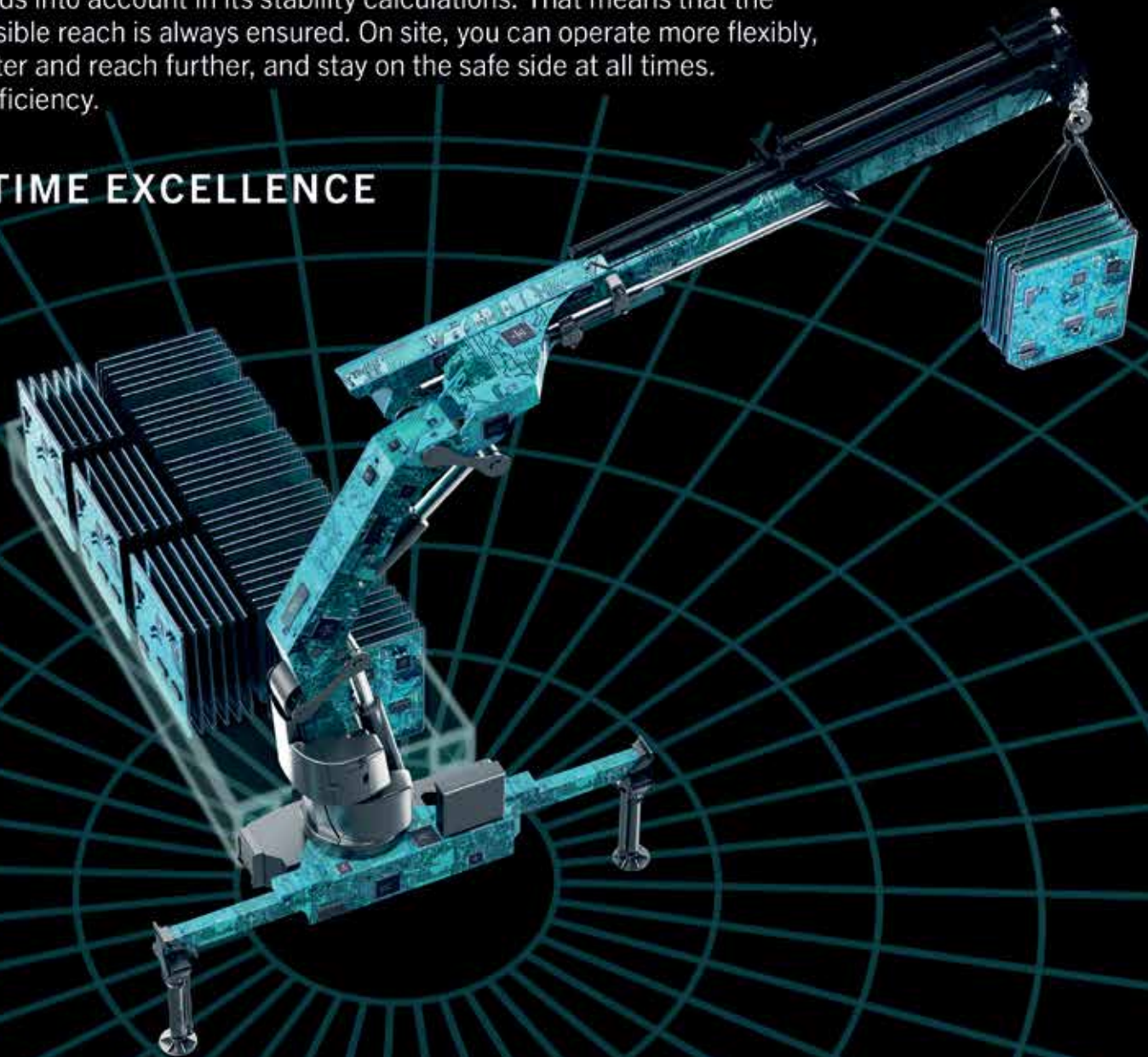
(L to R) Sons Clive and Robert with Mike Sadler and Kelvin Prince



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Southern Cranes & Access now has a fleet of about 100 access platforms



"After two years Hewden wanted me to extend my contract for another five years but this wasn't going to happen," he says. "So after enjoying a year's gardening leave spent planning and readying the new company, Southern Access Platforms was formed in late 1997. For the first nine months we only rented out powered access equipment, but when Hewden started closing crane depots in the South we decided to get back into the sector. So Southern Crane Services was born, joining Southern Access Platforms but operating as separate companies until 2003, by which time the combined fleet comprised 18 cranes, 70 Genie scissors and booms and a good number of Manitou telehandlers."

That year the two companies were merged into Southern Cranes & Access with four depots and ALLMI, IPAF and CPCS accredited training facilities. Another company - Southern Contract Lifting - was formed at the same time and run by Kelvin Prince who had just joined the

company. In 2012 Southern Contract Lifting merged with Southern Cranes & Access with Prince becoming operations director with Mike, and his two sons Clive and Robert the HR director. Today the company has 46 cranes, 100 platforms and around 35 Manitou telehandlers and a selection of Palfinger and Fassi loader cranes. It primarily covers the area south of London and the M4 motorway travelling as far west as Bristol and up to Oxford to the north from depots in Reading, Croydon, Camberley, Heathrow and head office in Southwater near Horsham.

The modern world

"In 2012 we moved into the 'modern world' updating the workshops and implementing a far better crane maintenance regime," says Sadler. "We also developed as a business as we started working for major companies such as Network Rail, EDF, Balfour Beatty and BAM etc... which needed all the correct paperwork and correct company procedures. They were also good payers and unlikely to go bust,



Mike Sadler (L) with Peter Gamble and a new Krupp GMK4070



One of Gamble & Sadler's P&H Omega cranes



The Krupp GMK5100 and GMK4070 working together on the south coast



A new Krupp GMK5100 to the Gamble & Sadler fleet

helping reduce bad debts which had previously been a problem. This led to further expansion and appointing individual managers for Health & Safety, transport and HR etc..."

Varied equipment

While the company's access fleet is mainly Genie and telehandler fleet all Manitou, the crane fleet is mixed including units from Liebherr, Terex, Tadano and Grove.

"As an ex-crane operator we study the load charts and listen to what our customers want and then decide on the best crane to do the job required," says Clive Sadler. "It doesn't matter keeping to just one manufacturer. In the

early days we probably ran more Terex cranes because my dad knew Alan Charlesworth, the Terex/PPM dealer European Crane Sales, based at Upper Heyford. We then went through a phase of adding Tadanos when Joe Lyons ran the distributorship and the odd Grove but have now mainly settled on Liebherr as its range suits our needs in terms of performance, price, reliability and back-up."

Southern Cranes & Access has spent a healthy £5.5 million over the past 12 months ordering five new Liebherr ATs - 60, 70, 130, 300 and 450 tonners - as well as taking delivery of an MK140

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A Terex AC 200 at work

mobile self-erecting tower crane. The 450 tonner is due for delivery next January and will be its largest after trading its existing 350 tonne Liebherr. Earlier this year the company also added three Terex All Terrain cranes, two 40 tonne AC 40/2Ls and a 160 tonne Demag AC 160-5, but the smaller cranes have been plagued by a series of minor problems.

"We are interested in the smaller City cranes and may be tempted by the new 45 tonne Demag City crane being launched later this month, but it would need to have a 40 metre boom and I can't see this happening," says Prince. "The 35 tonne Kato crane is too big and we were looking at the Böcker aluminium cranes but have gone off the idea now they will come under HGV regulations and MOT checks etc."

"We purchased a lot of the 40, 50, 65 and 90 tonne Tadanos - they were good bread and butter cranes, well-priced and well-supported when the distributor was Cranes UK," says Clive Sadler. "Now it's Tadano UK the prices have gone

up and service has gone down, so we haven't bought one since! Unfortunately, Grove has stopped producing its smaller cranes but we have a Grove 250 tonner and it is the best at that capacity on the market - very strong even if it has a few niggly problems."

Changes over the years?

Relative to costs, rental rates have increased slowly over the years and fortunately it is not as competitive as it used to be," says Mike Sadler. "All the new rules and regulations have weeded out the one-man bands which tended to run older cranes at low rates. There are very few cranes companies now with less than 10 cranes and rates have slowly increased to about the right level. It is a very busy time at the moment - helped by the departure of 100 cranes from Hewden - which is great for the industry, but even so, we expect to get the proper rate for a crane otherwise it doesn't go out. We looked at some of the Hewden cranes at the auction but they fetched silly money considering they were out of warranty - you may as well buy new."

Mobile tower cranes

Southern Cranes & Access has had a long history with Liebherr MK mobile self-erecting tower cranes, purchasing the UK's first MK100 about 12 years ago. That was traded in for a new MK 88 before another used MK100 was added to the fleet. It also has made way for the recent delivery of a new MK140 and there is talk of adding another MK 88. But why Liebherr when the rest of the UK seems to prefer Spierings?

"Although the Spierings are popular they are expensive," says Clive Sadler. "The company's financial problems were also worrying and coupled to not having a base in the UK and not being able to get mechanics quickly pointed us towards the Liebherr machines. And if the mobile self-erectors didn't work it was easier chopping them in for ATs with Liebherr! The MKs are so popular at the moment - both are out seven days a week which is why we are looking at adding another."

Method statements affecting crane purchases

Method statements are also having an impact on crane purchases. Because specific cranes are identified on the method statement it is very difficult to substitute one crane for another. Therefore rental companies are finding it benefits running several similar cranes allowing the job to be carried out as per the method statement. Some statements for rail work for example can take up to four weeks to be approved so substituting with a different crane is often not an option. "We also look at what other local crane companies are running as they can't rehire your equipment if it is not the same as theirs on the method statement. Now it is better to have several similar capacity cranes whereas a few years ago it didn't matter if a different make of crane or even a slightly bigger capacity crane was sent," says Clive Sadler.

Mats make more money

Southern Crane never sends a crane out without a set of

outrigger mats - most of its larger clients also insist on this and carry out ground pressure calculations and specify the size of mats for the crane. The company has five pickup trucks delivering mats having recently spent almost £30,000 on new ones.

"Many customers will quibble over £20 when paying £480 for a 40 tonner but are happy to pay for the mats and £350 a day for a lift supervisor," says Clive Sadler. "We can earn about £700 a day for the pickup and mats driven by a lift supervisor - that is a better return than for a 60 tonne crane for about a tenth of the investment - mad isn't it?"

The final word has to come from Mike Sadler: "Whatever the equipment - cranes, access platforms or telehandlers - we would rather give a first class service and charge the right rate rather than just undercutting to win the work. Times have changed in this respect and we don't want to be busy fools."



Erecting the main display outside Goodwood House at this year's Festival of Speed.



The company has a sizeable fleet of telehandlers





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What's new in booms

A Haulotte boom working in the new Jazan Refinery in Saudi Arabia

The self-propelled boom lift has not always been known for white heat development, just take a look at many mid range models and compare them with 20 year old units - in some cases they look exactly the same. However in recent years we have seen major developments at the extremes from the 180ft Genie SX-180 and 185ft JLG 1850SJ super booms right down to new lightweight 12 metre articulated lifts. But there have been substantial changes under the covers and more recently new models that break the mould and extend the range. We take a look at some of the latest developments.

The self-propelled boom lift has been evolving, with improved performance envelopes, new overload and tilt alarm systems, lighter and stronger materials reducing weight for easier transport, new power sources and drives including all-electric and hybrid, along with new telematics and diagnostic systems. Manufacturers are looking at improving every aspect of the product, with a view to improve the return on investment by reducing the total cost of ownership.

Some manufacturers aim to achieve this through the hi-technology approach integrating the very latest developments into their machines. Others adopt the 'tried and tested' method of bullet-proof build and high reliability, and there are those that produce lower priced no-frills machines.

The growth in the global demand for powered access has also seen several new players enter the market, particularly from China, which now seems to be focusing on manufacturing machines for established western brands for export, while working on the domestic

market under their own name. The sector has also seen a growth in the weird and wonderful - machines designed for a specific purpose. If there is sufficient demand, someone somewhere is happy to design and build a machine for the job.

Growth of tracked booms

Crawler booms have long been popular in the Netherlands and Northern Germany, but a couple of years on from Hitachi dropping its boom lift line and the virtual departure of Aichi from the European market, there is now a growing demand for this niche product type. A couple of Dutch companies are looking to replace Hitachi, which always enjoyed steady local demand for work on large glass houses and for steelwork and cladding on new industrial or commercial buildings where soft ground is the norm.

First to the market this year was new entrant Catamount with its 27ft 25.10 telescopic crawler boom. The new company has no previous access manufacturing experience. Owner Caspar van Woerden has designed and built a solid machine with a three section octagonal



boom. With an overall weight of 2.55 tonnes it is light enough to be towed behind a 4x4, but platform capacity is only 150kg and outreach limited at 5.2 metres or 5.7 metres with 80kg in the platform. Overall dimensions are 4.5 metres long, 1.76 metres wide and 1.58 metres high. What is surprising is that the whole machine is apparently fabricated in-house. If all goes well the company says it plans to produce a larger 33 to 40ft version weighing around 5,500kg and perhaps a 66 to 76ft platform in time, as well as hybrid power.

More recently Custers unveiled its 34ft Verda 12 aimed squarely at the gap in the market left by Hitachi. Big brother to the Verda 9 the new track mounted Verda 12 has a 12.3 metre working height and outreach of 10.3 metres and depending on the machine specifications it can be driven at height for most of its working envelope. Machine weight is either 3,500 where weight is critical or 4,900kg with 230kg platform capacity. Transport dimensions are 5.25 metres long by 1.8 metres wide. It has an overall height of two metres.

The Custers Verda 9 is a similar size to the Catamount 25.10 with a working height of 9.2 metres and outreach of 5.4 metres. Weight is 2,500kg but platform capacity is 150kg - enough for one person and tools.

Custers 34ft Verda 12 is aimed squarely at the gap in the market left by Hitachi



Something entirely different

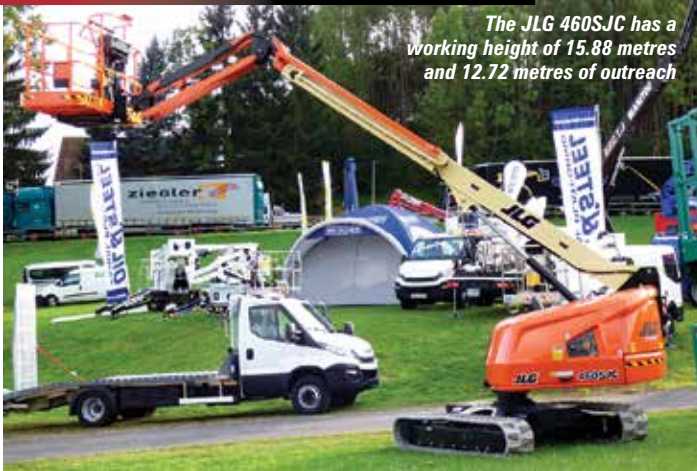
Of course if you want a go anywhere, all terrain boom with good working height, the most interesting, radical and expensive is the 135ft Teupen Puma 42GTX - a combination of the Menzi Muck walking excavator chassis and a Teupen spider lift lift boom structure. While it is very much a niche machine, Teupen has sold at least three so far, two in the UK and one to Sweden, with several more in production. Even on slopes of up to 17 degrees, the lift can find

If you want a go anywhere, all terrain boom with good working height - it has to be the 135ft Teupen Puma 42GTX



In recent years we have seen many major developments including the super boom





The JLG 460SJC has a working height of 15.88 metres and 12.72 metres of outreach

a safe working position and reach its 42.7 metre maximum working height with a 400kg platform capacity. Outreach of 16.7 metres is achieved with a reduced 300kg in the platform.

JLG which is really focusing on new technology and development these days has two interesting new products. The first is its dynamic auto-levelling concept boom which it showed at Conexpo and following positive feedback has decided to put into production. The initial machine, uses a 460SJ boom superstructure - although the prototype chassis will also take a 60/65ft superstructure - coupled with the self-levelling chassis and is capable of travelling on compound slopes up to 10 degrees. While the chassis layout is much simpler and more traditional than the Teupen Puma, it still allows the machine to cross uneven terrain as it constantly adjusts each wheel independently, allowing smooth travel even when the boom is elevated. The chassis can also be lowered to reduce its overall height for transport or to pass under low overhead obstructions. New standards in the USA, Canada, Australia and Europe will require

boom lifts to lock out when working on slopes that exceed their safe limit. With most booms required to be on firm level ground it will be a real challenge on real-world construction sites creating demand for this type of product.

The second new product launched last month is more traditional crawler mounted 46ft 460SJC seen at Platformers Days. Using the same boom, jib and superstructure as the concept boom it has a working height of 15.88 metres and 12.65 metres of outreach. Unrestricted platform capacity is 270kg and joins the 40ft (no jib) 400SJC.

Both machines are significantly larger than the Custers or Catamount products and along with JLG's 600SJC and 660SJC they clearly target the vacuum left by Aichi which largely sold 40 and 60ft crawler models. The new 460SJC boasts a gradeability of 51 percent. transport dimensions of 8.9 metres long, by 2.24 metres wide and 2.3 metres high, with a total weight of 8.4 tonnes.

In spite of its move towards new technology, JLG is however holding off on producing very large all-electric booms, leaving this to its



The road rail sector has a wide variety of specifically modified aerial lifts, mostly boom lifts such as this Platform Basket RR 14 EVO 2-400

distributor and rental company Riwal which pioneered the first electric booms based on the JLG 80/86ft 800/860AJ and more recently the 120ft 1200SJP. The design replaced the diesel engine and fuel tank and electric motor, battery pack and charger. Performance remains the same as the diesel unit, but with zero emissions and perhaps more importantly, minimal noise levels. As well as adding units to its own rental fleet, Riwal has already sold three of the 1200SJPs to Norwegian rental company Naboen which says it is experiencing increased demand for such a platform.

JLG says that for this size of machine it prefers to focus on hybrid solutions however it does agree that the long-term future is all electric equipment.

Comet Xiraffe

Another interesting new platform is the 33ft platform height/12 metre working height, Comet Xiraffe. Its unusual 4x4 chassis is articulated at a point behind the operator's seat, in a similar manner to an articulated dump truck allowing for greater off road capability. The four spider type outriggers can level the machine on ground with a height difference of up to 700mm.

With floatation tyres, the unit is ideal for off road work offering a ride-on platform along the lines of the Niftylift SD. Outreach is 4.5 metres at an up and over height of five metres with a platform capacity of 150kg. The unit includes power and compressed air to the platform. Outrigger spread is 2.7 by 3.2 metres, and overall travel dimensions 3.75 metres long by 1.85 metres wide and 2.35 metres high.

New road rail boom

Although very specialist, the road rail sector has a wide variety of specifically modified aerial lifts,



Another interesting new platform is the 33ft platform height/12 metre working height, Comet Xiraffe

mostly boom lifts. One of the larger players is Platform Basket which recently unveiled an all new 40ft articulated self-propelled road rail boom lift, the RR14 EVO 3. With up to 14 metres of working height and is aimed at the maintenance of electrical catenaries and lighting systems along rail tracks. Features include four wheel drive and steer, with a maximum travel speed on tracks when stowed of 19kph.

The new model is based on the existing RR 14 EVO and includes Platform Basket's well proven superstructure levelling system, the short sigma-type dual risers, all of which stow within an overall height of three metres. Two digital display screens are provided, one on the platform controls and one next to the lower controls.

The machine includes a standard spring-loaded pantograph system with a choice of blades and a highly sensitive encoder to measure the distance between the track and the overhead cables. The results are displayed on the two display screens, while a larger screen mounted to the side of the superstructure is available to display the measurement results to those working alongside.

A standard manual winch helps fit and remove the pantograph while a new lightweight trailer with a 2,200kg payload can be towed behind the boom lift.



The JCB AJ50 D - the smallest and first in a range of four diesel booms



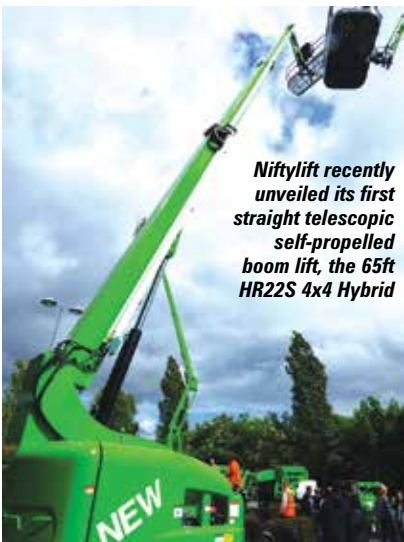
The new GTZZ16EJ updates an existing model and offers a working height of 17.8 metres.

New boy

New boy on the access market JCB is perhaps finding that gate crashing the access party is not quite as easy as it might have originally thought. After launching a slab electric scissor lift range, it has now added its first boom, the 50ft AJ50 D articulated boom lift. This is the first and the smallest of its planned range of four diesel booms. Weighing just over seven tonnes, it boasts 160 degrees of jib articulation, 227kg platform capacity, 4x4 drive, oscillating axle and an impressive three joystick digital control panel. All daily checks on the good-looking machine can be carried out on one side of the machine.

First Niftylift straight telescopic

The UK's leading access platform manufacturer Niftylift has unveiled its first straight telescopic self-propelled boom lift, the 65ft HR22S 4x4 Hybrid. The all-new boom lift features a three section boom and jib with 150 degrees of articulation. The unit is said to weigh 10 tonnes when fully equipped and yet offers an 18.8 metre working outreach and 280kg unrestricted platform capacity. Features include the company's well-proven full hybrid electric/diesel power pack, four wheel drive with oscillating axle and 40 percent gradeability. Dimensions are also compact with an overall stowed length of 8.97 metres and



Niftylift recently unveiled its first straight telescopic self-propelled boom lift, the 65ft HR22S 4x4 Hybrid

minimal tailswing. Overall width is 2.49 metres, with an overall height of 2.7 metres. The company's SiOPs built-in secondary guarding system and non-marking rough terrain tyres are standard. The new controls are digital with on-board diagnostics and the machine is telematics ready. The new model is aimed squarely at the German market where its hybrid booms are exceptionally popular.

Compared to the competition the new product performs well with class leading outreach, platform capacity, overall weight, power choice and jib articulation.

Not everyone will want a hybrid of course, so price and residuals will play a key factor in decision making.

Niftylift also launched the 63ft HR21e last month, a new pure battery electric version of the updated HR21 articulated boom lift. It features direct electric drive, 13 metres of outreach, a 250kg platform capacity, 150 degree articulating jib, 30 percent gradeability and an overall weight of 6,640kg.

New Sinoboom

Sinoboom recently unveiled details of three new platforms including a 52ft battery electric boom lift, the GTZZ16EJ, which updates an existing model and offers up to 9.37 metres of outreach, a working height of 17.8 metres and a platform capacity of 230kg. Gradeability is 40 percent and it is expected to share the same overall width as the current model at 1.9 metres. The unit includes on board diagnostics and improved electrics. Another interesting development on this model is the use of "carbon fibre reinforced" covers.

Top end platforms

It is now more than four years since Genie launched its 180ft SX-180, which was closely followed by JLG's 185ft 1850SJ. What is perhaps surprising since then is that neither company has mentioned a larger model - given that both have said that 200ft is possible.

Both however have introduced other large platforms - JLG with the 150ft articulated JLG 1500AJP and

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The Angel of the North

All the new Genie XC booms are equipped with a new integrated overload system



Genie with the straight boom Xtra Capacity 135ft SX-135XC, 125ft SX-125XC and 105ft SX-105. All three Genie's share the new Mini X chassis which is used on the updated articulated ZX135/70 which is more than one metre narrower than the previous model. All the new XC booms are equipped with a new integrated overload system to comply with the ANSI A92 and CSA B354 updates, the current European EN280 and Australian AS 1418.10 which require platform load sense technology. The system continuously checks the weight in the platform and adjusts the working envelope to match. A tilt sensor also adjusts the working range based on the slope measured.

80-86ft boom sector hotting up

The other major development in the boom market is the growing number of products in the 80 to 86ft range. Once a small sector, it is now serviced by almost every aerial lift manufacturer with models from JLG, Genie, Niftylift, Snorkel, Skyjack, Haulotte, Manitou, Dingli, Sinoboom, Runshare and Mantall, with many of them offering both telescopic and articulated models. Although buyers already had a decent choice there were five new additions at the beginning of the year three of them telescopic - the Haulotte HT28 RT, Dingli BT28RT and XCMG GTBZ26S, and two articulated models, the Dingli BA28RT and Skyjack SJ85A. This was followed by the 80ft Haulotte articulated RT boom the HA26RTJ and Dinolift's 280RXT.

Two new Haulottes

Haulotte unveiled its new HT28 RT telescopic with a fairly standard but strong base specification which uses a three section boom and



Nift HR21E

simple fixed length articulating jib. It has some really interesting features including its Activ' Lighting safety loading system which illuminates controls and the area around the boom lift in order to help when loading and unloading from a truck. The Stop Emission system stops the engine when the machine is inactive while working at height and restarts as soon as a controller is activated. Savings of up to 20 percent have been seen. The HT28's Activ'Screen on-board diagnostic system helps users carry out daily maintenance operations with details and resolution procedure of any malfunctions, maintenance alerts and service intervals and machine settings. It also features Haulotte's second generation secondary guarding system.

The latest introduction - the HA26RTJ - has an improved working envelope with 17.4 metres of outreach with 9.2 metres up and over reach. The optional dual platform capacity is 250/350kg but four wheel drive with oscillating axle and hydraulic differential lock are all standard, giving 45 percent gradeability. The company says that boom rigidity has been significantly improved, and automatic soft stop damping occurs when each function reaches its full extension. It also has all the latest features of the HT28 RT.



Haulotte's new HT28 RT uses a three section boom and simple fixed length articulating jib



The Dinolift 280 RXT has to set its outriggers before lifting

Other new machines

The radical new Dingli booms lifts designed by Italian telehandler company Magni have yet to make it into production, but booms incorporating some of the Magni features have been on trial in the local Chinese market. Expect to see further development of the original Magni product sometime next year.

Crane and construction equipment manufacturer XCMG also unveiled an 86ft boom lift during the year, the GTBZ26S with its 28.2 metre working height it is a fairly standard design, but boasts a decent specification, a rising boom pivot point, three section boom and long articulated jib. Maximum capacity is 340kg restricted to 230kg for the maximum 23.2 metres outreach.

Skyjack unveiled its 85ft SJ85 AJ articulated boom lift at the ARA and made its UK debut at Vertical Days in May. Largest of Skyjack's articulated booms the SJ85 AJ has a 27.9 metre working height and just over 17 metres of outreach. Up and over clearance is 10.36 metres. It has 360 degrees continuous slew, a dual platform capacity of 340/227kg and indicator lights on the upper and lower controls showing the working zone and platform capabilities.

Dinolift has also launched an 85ft platform - 280 RXT semi-propelled All Terrain boom lift. The



JLG 460SJC

new machine has a new articulated jib giving two metres more working height than the existing 260 RXT at 28 metres, more outreach at 16 metres, more up and over reach at 8.2 metres. Its use of higher strength steel in the boom design means its overall weight is just 4,800kg. Standard features include four wheel drive, four wheel steer, oscillating front axle, a state of the art Moba control system and a 10kph stowed drive speed. Unlike the others of course it has to set its outriggers before lifting, but given the changing standards for working on slopes this could well be an advantage.



Largest of Skyjack's articulated booms the SJ85 AJ has a 27.9 metre working height and just over 17 metres of outreach.

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MEC launches new boom

C&A

booms

The new 45-AJ takes the company into the mainstream boom market

Following the departure of MEC's international sales director/partner Jim Tolle to start his new venture GMG - Global Machinery Group - earlier this year, California-based MEC restructured its operations, appointing Pat Witte as vice president of business development and building a new international sales team. Mark Darwin talked to president David White and Pat Witte about developments at the company.

MEC is doing well, growing 70 percent over the past year, it has also been working on new products and recently launched the 19ft Micro 19 scissor and the 45ft 45-AJ Rough Terrain articulated boom lift. The 45-AJ takes the company into the mainstream boom market, and it plans to add a larger articulated boom next year. The Kubota diesel powered 45-AJ offers 360 degree continuous slew, solid rough terrain tyres, a triple entry platform with swing gate and oscillating front axle. Outreach is 7.6 metres with an up and over clearance height of 7.5 metres. Maximum platform capacity is 227kg.

The 19ft Micro 19 slab scissor lift joins the 13ft 1330SE Micro scissor lift launched last year, with the same features, including direct electric drive for longer battery life. "The Micro 19 in combination to our 1330SE provides our customers with the height options they need in tight spaces, where the Micro class delivers. A 19ft machine that fits in most elevators opens up new opportunities," said president David White.

Both units are built for MEC by Dingli in China and incorporate numerous

design changes in order to deliver a cost-effective product with MEC's usual 'bells and whistles'.

"With our 45-AJ, we were looking to expand our boom line with a product that demonstrates our values for full-featured, rugged, simple, reliable boom lifts," he said. "We believe this machine delivers those values and provides best in class productivity with the continuous slew."

The company has also been busy integrating its parts business over the past year following the ending of an agreement with TVH last December. MEC says the new system which went live in January is working well and exceeding expectations.

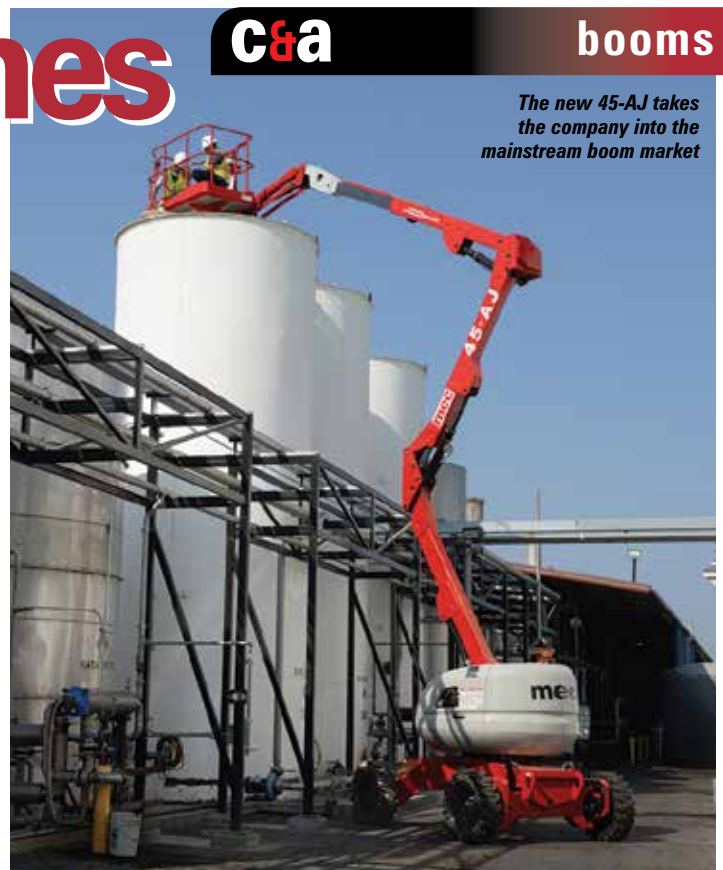
70 percent of MEC's revenues come from North America, and the company has had limited success with overseas sales as much of its product line has a North American focus, however this is changing as it adds more core products with international potential.

"We will tailor products for a specific region," says White. "The 6092RT scissor is primarily for the European market but the product has also been taken up by American customers. We have also developed

our products for the Norwegian tunnel market with our dealer Perfect Lift.

Future plans?

"Our near term plan is to complete the boom range over the next two years. The 70 percent growth came mainly from new products in high volume sectors and gaining new customers, so this



year will probably be more modest at around 20 to 25 percent."

Regarding increasing competition particularly from China MEC says that its strength is being a specialist aerial lift manufacturer and not a general manufacturer making access equipment.

"Historically we are an engineering company and we have the advantage of introducing innovations - and not just producing the same models as the competition," said Witte. "New products built in China are going to be MEC designed with features that differentiate them from others on the market - that is our strength. In the mature US market we are one of the four major brands, however we knew we had to offer something different to gain market share. It will be a challenge for other new manufacturers entering the sector. We are expanding our team, bringing in experience whereas many of our competitors are going the opposite way. We have recently taken on three former Genie employees with a total of more than 80 years experience, we are proud of that - we want experienced people."

"On the sales side we are fortunate there is a pool of seasoned experts with customer relationships decades long. Part of our growth is mainly because of these relationships - we are not starting

from scratch with a lot of these accounts. Of course we have young sales people, but the older guys have taken on the responsibility to mentor them. At the moment the company has 140 employees but I am proud that we are supporting the largest rental companies in the world with products that are some of their top performers, in terms of return on investment."



The 19ft Micro 19 slab scissor lift joins the 13ft 1330SE Micro scissor lift launched last year

The 6092RT scissor is primarily for the European market but the product has also been taken up by American customers





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HEIGHT	16.25M



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Warning - tree sector at work!

Statistics show that the tree care industry is one of the most hazardous occupations. The combination of working at height, lifting and lowering widely varying loads, results in tree work accounting for one fifth of powered access related fatalities, a higher percentage of falls from heights and an alarmingly high rate of cranes overturns.

In an effort to reduce the number of incidents various government departments and trade associations around the world have implemented regulations and guidance aimed at mitigating some the risks and improving safety in an effort to reduce the number of incidents. It is worth repeating that the correct use of aerial work platforms and cranes is almost invariably the safest means of carrying out the work. It is essential though for operators to be fully trained and familiar with the equipment being used and the unique risks that trees present.

Every tree is different - even those of the same species - add in the wide range of complex tasks from crown reduction and thinning, to dead wooding, felling, inspection/surveying or chipping and waste removal and it is easy to understand why it can be so challenging.

The unpredictability of working with trees is also affected by age,

condition, position, type, size, density, wind and disease to name just a few of the variables. Each tree must be treated individually to ensure a safe outcome with substantial safety margins incorporated into any lift plan.

Underestimate the risks of lifting tree parts at your peril

When lifting tree sections the crane operator should know how to calculate the approximate weight of tree sections, and then ensure that those cutting the tree do not get greedy and cut off larger sections than the crane can handle. On top of this it is wise to de-rate the crane by up to 50 percent in order to build in a healthy margin of additional safety - once the tree section is cut free it is too late to discover that it is heavier than anticipated.

Despite the dangers, climbing is still the most prevalent work at height solution for tree work. Aerial lifts have become more popular but their upfront cost has limited their uptake



Despite the dangers, climbing is still the most prevalent work at height solution for tree work



A crane operator should know how to calculate the approximate weight of tree sections - getting it wrong can have serious consequences.

to the trickier work such as trees that are diseased or deemed unsafe to climb. In these cases getting close to the tree is the first factor to consider - is it in a garden, near a road or in the middle of a wood or field. Is it near power lines and what is ground like on the route in and around the tree.

Which platform to use?

Most importantly the platform chosen must have enough working height and outreach so that it doesn't have to set-up directly under branches being removed. A larger machine may also speed up the work as it will not need to be repositioned as often and the risk of damage is reduced. One of the most popular platforms among arborists is the tracked spider lift. Smaller models - up to 20 metres - are the

favourite. They can be towed behind a 4x4, cross soft and uneven ground and pass through tight restrictions such as garden gates. Their narrow width and high centre of gravity does however make loading/unloading and travelling on uneven ground a hazardous activity if care is not taken.

There is also a trend towards larger machines - up to 30 metres or more. At the same time platforms mounted on 4x4 pick-ups are also becoming more popular. While they can cope with some off-road conditions, the working heights they offer of 13 to 14 metres is too limited for most heavier tree work. When it comes to tree trimming alongside the road however, these units - as well as van mounted platforms and larger truck mounts - are ideal.

Basic safety

Basic safety includes always having a minimum of two people present when working at height, with one of the ground team trained to use the platform emergency descent or make an aerial rescue if necessary. Chainsaws - dangerous even when used on the ground - need extra care and experience when working with them at height. This includes the usual PPE equipment, plus extras such as leg protectors and a mesh screen between the chain saw operation and anyone else in the platform.

Operated equipment only



Based in Worcester, UK, Fletcher Access is a small family owned specialist access rental company, supplying operated equipment to the tree and industrial maintenance sectors. Run by two brothers the company runs three spider lifts - a 42 metre Omme 4200 RBJD, and 27 metre Omme 2750 both hybrid powered, and a 19 metre Hinowa 19.65, along with an 18 metre GSR 179 TJV truck mount and an Upright scissor lift.

The company takes responsibility for everything regarding the equipment - delivery, setting up, operating and removal from site - allowing the arborists to concentrate on their job.

"When arborists hire a platform it can arrive late and may be one they are not fully familiar with, and so takes time to set-up and operate," says Simon Fletcher. "Using a company like ours means they can concentrate on the tree work, while we do the rest. Productivity is much higher to the point where the crew clearing the ground below struggle to keep pace with the guy working in the basket."

"We tend to work mostly on trees they are unable to climb because they are windblown, diseased or deemed unsafe to climb by the local authority. Climbing is still prevalent among arborists and I would say they only use platforms on 15 to 20 percent of their work, primarily



because of the additional cost. However, the attitude is changing, as they realise that you can often complete more work - especially when the operator is familiar with the equipment."

"Everything is price driven, for example, a few weeks ago I quoted £700 to fell three trees using one of our spider lifts but mentioned to the client that the trees could easily be climbed which could work out cheaper. I recommended an arborist who quoted about half the price."

"On trees that cannot be climbed the tree guys like working with a skilled operator. It may be more expensive but the work flows more quickly. For working heights up to 20 metres we use the remote or ground controls, however above this we have the operator in the basket. Two people in the basket can get a bit cramped particularly when one is using a chain saw."

"In this case both the operator and the arborist have to wear the correct PPE - including face visor, gloves and ear protectors etc - and the additional protection when using a chain saw. There also has to be a cage screen divide between them. All this can add up to quite a weight in the basket. Fortunately, the Omme 2750 has 250kg capacity and the new 4200 has 230kg. Platforms with only 200kg capacity can be difficult particularly with a larger arborist."



The 27.5 metre Omme 2750 RXBDJ

Fletcher Access tends to use its 19 metre Hinowa for smaller trees and hedge trimming. "We may add another spider lift next year and are looking at the Hinowa 20.10 Lithium - a technology that I think will take over. As well as being more environmentally friendly and better for indoor work, the main advantage of a battery powered lift is noise - or lack of it - which has several key advantages. Communication between the ground workers and the person in the basket is very important and being able to have a normal conversation between the two makes working more efficient and much safer. From a commercial point of view, the platform is able to start working earlier - perhaps from 6.30am - particularly if a lithium battery powered chain saw is also used."

"I do keep abreast of the latest equipment developments and read Vertikal.net and Cranes & Access for the latest news, and think that the new track mounted loader cranes from Jekko and BG Lift will be popular, particularly if they have attachments such as grabs and tree shears etc. The only problem I see is their weight - the Jekko JF545 is almost 17 tonnes - which means transporting could be a problem - the Omme 4200 weighs seven tonnes."

"The new tracked Böcker RK36/2400 also looks interesting

being able to lift 2,400kg and be used with a platform, however the ground clearance looked low which may cause a problem loading and unloading?"

"Transporting equipment - particularly to remote areas - is an issue that clients do not fully appreciate and can end up being half the cost. Last week we could not get the low loader near the site because of the narrow country lanes and had to track the Omme two miles! We have become transport specialists getting equipment over and around obstacles without causing damage."

"There is a market for operated specialist equipment which takes the hassle away from the arborist, allowing them to work faster and safer."



The 42 metre Omme 4200 RBJD

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Spread it!

Every year since 2005 we have published a feature article highlighting the importance of spreading the loads imposed by heavy equipment - particularly those with outriggers - where very high point loadings are present. We began shortly after we started publishing crane and aerial lift accidents - or incidents as we now refer to them - and at times the features have almost been campaign-like.

In those early days it quickly became clear that the vast majority - around 80 percent or more - of crane incidents were ground or outrigger set-up related. Looking more closely at the causes, it quickly became clear that in most cases, no attempt had been made to spread the outrigger point loadings over a wider area and therefore reduce ground bearing pressure. In other words, no mats or spreader plates had been used.

Since then - helped along by some high-profile campaigns by organisations such as IPAF and OSHA - it is clear that the use of mats of whatever material - wood or composite - under the outrigger feet or pads fitted to the jacks is now

much more widespread. And sure enough, the number of crane and large truck mounted lift incidents does seem to have fallen.

So is the job now done? Well no, there are still plenty of cases where no form of spreader plate is used, especially with loader cranes which oddly often have the smallest feet - thus imposing the greatest point loadings. There has also been an incredible response from an increasing number of manufacturers investing in new product development in this area, with a great deal of innovation occurring in a product that seemed to offer little potential for further development. Modern mats are lighter, easier to handle, more durable and can often be combined in a modular manner to



The market for temporary roadways, or large matted areas to protect surfaces such as grass, tarmac and even concrete is growing rapidly

create much larger mats for larger cranes or lifts on softer ground.

At the same time the market for temporary roadways, or large matted areas - to protect surfaces such as grass, tarmac and even concrete - is growing rapidly. Some of the interest has come from the event market which now consumes vast quantities of tracking mats, but companies are now more ready than ever to lay temporary tracking before unloading or moving a crane or heavy aerial lift over the ground in order to eliminate the risk of damage and the resulting costs of rectification - and by costs we mean time as well as money.

A case in point was this year's Vertical Days where everything weighing over 40 tonnes had to cross Silverstone's F1 Grand Prix track just weeks before the British Grand Prix. Any damage to the track - and this included indents of even a millimetre - would prove very costly as the track cannot be 'patched' but would require a significant length to be replaced meaning there would not be enough time to carry out the work before the actual Grand Prix.

One of the first convoys across the track included an exceptional load truck carrying a fully assembled Kobelco crawler crane weighing 132 tonnes, followed by a 450



Aluminium trackway used by an exhibitor at Platformers' Days



Timber being used to protect grass from the tracks of a large crawler crane



Silverstone tracking prevented damage to the surface of the F1 circuit

tonne capacity, nine axle Liebherr LTM1450-9.1. A-Plant's Live Trakway division was called in to lay the track which could only begin on Sunday night after historic car racing had ended. A large convoy of cranes and heavy trucks weighing thousands of tonnes passed over the tracking during the night before it was removed in time for a major motor bike race day which got underway first thing Monday morning.

On day two the team from Vertikal and A-Plant decided that running a double width trackway would not only spread the load better, but also speed up the crossing, given that keeping the wider loads on the single trackway had proved particularly challenging - especially for those loads which had to reverse over after negotiating a tight turn from the perimeter access road. It was also decided to lay a cushioning membrane under the trackway, given that the sheer volume of heavy traffic resulted in trackway movement which might have caused scratches to the sacred race track surface. This format worked perfectly leaving the track in pristine condition for the 2017 F1 Grand Prix.

Use mats!

As mentioned earlier, there have been several high-profile campaigns aimed at getting users to not only use an outrigger mat, but also to use mats of the correct size. In 2014 the UK's Strategic Forum

Plant Safety Group produced the Ground Conditions good practice guide in conjunction with national associations such as the HSE and the CPA. The document covered the ground below a machine's outrigger jacks, tracks or wheels, as well as highlighting the challenges of getting a heavy crane or truck mounted lift across uncertain ground to the working area.

IPAF's 'Spread the load Ready Reckoner' is a simple interactive tool designed to offer guidance to operators and those involved in determining the size of mats when required when setting a platform, the weight of which is fully carried by the outriggers. After the gross vehicle weight has been entered, the ready reckoner displays the minimum area of spreader plate sizes for differing ground types and strengths. This however is being replaced with a new version of the Ready Reckoner due out in a few weeks. Outrigger mat specialist Outriggerpads is currently working with IPAF to create a new spreader plate calculator which takes into account factors such as the maximum allowable ground pressure and the machine load per outrigger or wheel. It also helps operators identify where they can locate that information on each machine type.

The new calculator aims to provide more accurate results in a more user friendly format, and will be available as a web application from the IPAF website as part of its 'Spread the



What can happen to an outrigger when mats are not used



DICA's Sliding Shoe mat fits around the outrigger foot allowing it to slide securely within the retainer



The new Power Pad Eco

load!' safety campaign.

At the same time the loader crane association ALLMI is working on a new smartphone App which will calculate the vertical loads placed on stabiliser legs and the mat sizes required for a particular lifting operation.

New Power Pads

UK-based Crowland Cranes has launched two new Power Pad mats - the HD and the Power Pad Eco. The HD is a large two metres by one metre by 90mm thick steel pad weighing 330kg with a capacity of 40 tonnes. The locating corner sockets allow for simple stacking and provides lifting eyes for easier handling.

Available in various sizes the Power Pad Eco has a steel frame with similar locating corner sockets but uses recycled plastic



The new spreader plate calculator takes into account factors such as the maximum allowable ground pressure and the machine load per outrigger.

and composite material resulting in a lightweight but high capacity mat.

Sliding shoe from DICA

American manufacturer DICA is set to launch a new style of outrigger mat. The SafetyTech Sliding Shoe outrigger pad is designed for equipment with multi position, self-levelling outriggers such as spider cranes and lifts where positioning normal mats under the unfolding the legs can be problematic, or at the very least challenging. Due to their geometry the legs can often move horizontally after making contact with the mat and while levelling the machine.

To combat this the Sliding Shoe mat fits around the outrigger foot allowing it to slide securely within the retainer so it is in the right position when the foot engages with the ground. This results in less re-positioning for operators



DICA circular pads

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mats & trackway **C&A**



Belgian pad and mat manufacturer Lodax has just launched a new heavy-duty ground mat

during set-up, improving safety and efficiency. As the mats...or pads are securely held they can remain on the outrigger foot when driving into position. The standard models have a working capacity of more than eight tonnes.

Lodax heavy-duty mat

Belgian pad and mat manufacturer Lodax has just launched a new heavy-duty ground mat measuring three by two metres. Available in two different thicknesses - 25mm or 40mm - the mats have a load capacity of 80 and 150 tonnes suitable for heavy construction or smaller machinery and pedestrians. Weights are 130kg and 215kg respectively.

Outriggerpads mats

During the summer, Outriggerpads launched two new ground mats aimed at the equipment rental market. The smaller 1.8 metre by 900mm version has integrated handles and weighs 24kg. The larger heavy duty 2.8 metre by 1.44 metre mat is 65kg with a maximum load capacity of 65 tonnes. The durable mats are lightweight, and portable, ideal for creating temporary roads or larger areas. Manufactured from high density polyethylene (HDPE) they are also resistant to water, oil and chemicals. A standard steel connector joins the mats together to form a temporary roadway, while a four-way link bar is available for creating a large surface area such as for parking. The mats have a non-slip 8mm extruded finish on both sides, meaning they grip the ground as well as providing a superior grip for machine tyres or tracks.



Available in two sizes, Outriggerpads ground mats are lightweight and durable.

Ground-Guards Maxitrack

Often heavy duty high capacity mats can be heavy, however Ground-Guards' MaxiTrack system is made from a lightweight polymer Zetralene - which it claims to be five times stronger than standard HDPE - and can support loads up to 130 tonnes. Each mat however weighs 40kg and therefore can be safely lifted by two people, without the need for additional equipment. The mats are made from 100 percent recycled plastic and are also recyclable at the end of their lifetime, satisfying the growing need for sustainability. The design features a simple bolt connection system as well as overlapping flange joints that eliminate board movement and reduce mud seepage.

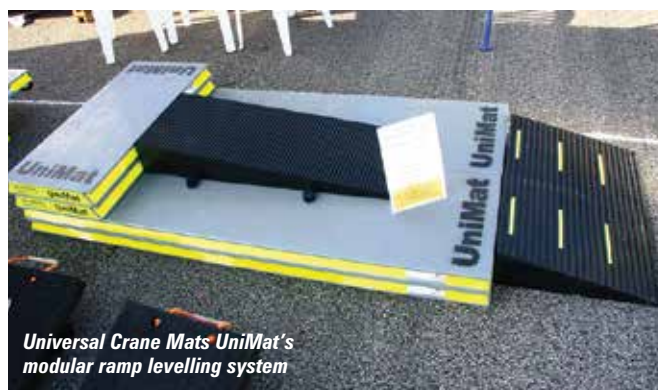
Universal Crane Mats

Vertikal Days saw the introduction of Universal Crane Mats UniMat wheel levelling system incorporating its UniMat aluminium modules and extreme high density foam ramps. Aimed primarily at the aerial lift market to provide safer machine levelling, the system also facilitates ease of access onto heavy duty load spreader mats.

Storing them

And finally, one of the main headaches for users is how to store the mats on the equipment when not in use. Several third-party suppliers are offering bespoke crane mat stowage racks that can be fitted to the machines' carrier or chassis.

The feature on mobile self-erecting tower cranes on Page 20 shows



Universal Crane Mats UniMat's modular ramp levelling system



Ground-Guards' MaxiTrack easy to handle 40kg mats



Failing to use mats under outriggers



A bespoke crane mat stowage rack from Crowland Cranes

Southern Cranes & Access' new Liebherr MK140 fitted with the 'UK and Ireland Extension' option which adapts the tool carrier at the rear to allow an additional three tonnes for additional ballast, jib extension and four 2.1 metre long alloy mats

complete with rigging device. The solution provides not only a specific place to store the mats when the crane is on the road, but also a means of lifting and placing them when on site.



Liebherr's MK140 mobile self erecting tower crane with the adapted tool carrier at the rear to carry four, 2.1 metre long alloy mats



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Specialist local shows expand

September saw two successful exhibitions for Cranes, access and telehandler buyers and users - Platformers Days in Hohenroda Germany and JDL in Beaune, France. Cranes & Access staff were on hand to report and meet up with local readers. Just prior to us going to press, GIS was held in Piacenza, Italy and was by far the best show to date. The following are some of the highlights from Platformers and JDL in terms of new products and announcements etc. We will follow up with GIS in the next issue. More photographs from all three events can be found on Vertikal.net by simply putting Platformers, JDL or GIS in the news search box.



A packed show at Platformers Days



The Beaune location appeared a popular choice for JDL with plenty of exhibitors and visitors

Platformers Days in Hohenroda Germany



The new 34ft Custers Verda 12 crawler boom

The all-new 52ft ELS RT18L Rough Terrain scissor lift

JCB's new 50ft articulated boom



Teupen Puma 42GTX

The new 46ft Airo X16 EW compact slab scissor lift launched at Platformers Days

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The new 20m Klaas Theo 20



PB launched a 66ft battery electric 4x4 Rough Terrain scissor lift, the S225-24ES with 750kg platform capacity

Palfinger's new 37 metre P370 KS



The two new GSR B series telescopic - 18 and 20 metres



The new 20 metre Oil&Steel Scorpion 2013 telescopic

JDL in Beaune France



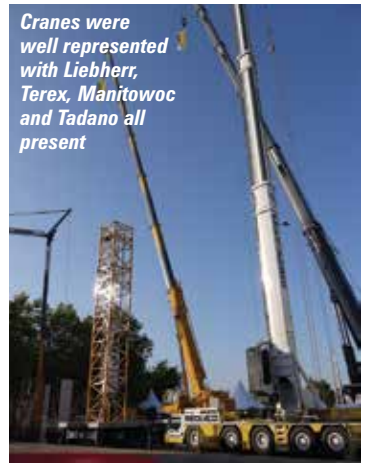
Faraone and the new Elevah 65 ES with extendable deck



Cranes were well represented with Liebherr, Terex, Manitowoc and Tadano all present



Jungheinrich's new EKM 202 battery powered stock-picking and maintenance platform



Platform Basket's all-electric 18.90 Pro



PM's new 58.5 SP loader crane



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6.Standard configuration of telescopic boom, with working range improved by over 10%;

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The beginning of a new era

After several years of internal struggles, Swedish loader crane manufacturer Hiab has entered a new era, and has 'opened its doors' to show the world its vision for the future. And it's looking good. Mark Darwin reports from Hiab's main production facility in Stargard, northern Poland.

The appointment of Hiab president Roland Sundén in 2014 coupled with a change of strategy from the main board of owner Cargotec, has been the catalyst for a tremendous turnaround and it would appear the company is once again in a pioneering mood.

Hiab is the originator of the articulated loader crane producing its first unit 70 years ago in 1947. Unfortunately, years of poor corporate decisions following its acquisition by Partek in 1985 and frequent restructuring following the formation of Cargotec in 2004, resulted in the business losing its market leadership and almost robbed Hiab of its amazingly strong brand identity. The brand and its products are now centre-stage and it aims once again to become the world's leading loader crane manufacturer.

To herald in the new 'open' era, it hosted a press event last month at



Hiab president Roland Sundén

its largest and most modern loader crane MAU - multi assembly unit - in Stargard near Szczecin in northern Poland. With more than 25,000 square metres and 600 employees it produces 7,000 cranes. When combined with 2,500 cranes made in Zaragoza, Spain and 1,500 in Chungbuk, South Korea - its other loader crane facilities - Hiab claims that the total of 11,000 loader cranes a year makes it market leader again - although Palfinger is probably still out in front when it comes to revenues, given that



it produces more larger capacity cranes.

"The last three years have been a fantastic journey for Hiab," said president Roland Sundén. "When I took over the company was not in a great shape, having gone through a very difficult period but now the timing is perfect to open its doors and show everyone the beginning of a new era for the company."

Pioneering Hiab

Hiab was co-founded in 1944 by Eric Sudin and local builder Einar Frisk in Hudiksvall, Sweden - the name coming from the abbreviation of Hydrauliska Industri AB. Sudin, the world's largest manufacturer of wood skis, saw a way to power a loader crane with the truck's engine through the use of hydraulics producing the world's first loader crane to unload timber at his plant. In 1952 he founded hydraulics company Sunfab to develop more advanced hydraulic components for his cranes. Since then around

500,000 Hiab cranes have been produced are distributed to 120 countries around the world.

"Today the advance in technology with products such as HiVision and the newly launched HiConnect means the company is starting out on another pioneering journey. The company's strong brand has helped it through the difficult financial crisis and to turn around the business," said Sundén.

In 2012 and 2013 the company was barely profitable and cash generation was poor, and yet it started to invest in new products and began the huge turnaround programme. The company is now highly profitable with good cash flow but more importantly it is still growing. Growth from 2015 to 2016 was more than 20 percent and this year orders are up another 10 percent - in a market growing at around four percent suggests it is gaining market share.



Hiab was co-founded in 1944 by Eric Sudin and local builder Einar Frisk in Hudiksvall, Sweden



Hiab Frameworks is a modular prefabricated ready to install subframe for a chosen truck



Hiab CLX 248 mid range loader crane

"In 2014, 60 percent of the products were 10 years or older but since 2015 we have introduced 90 totally new or redesigned models so that today more than 70 percent of the range is three years old or less. A huge investment in R&D and production facilities have been major factors in the success. The company has grown so quickly that the factory in Stargard which began production in September 2014 is now struggling to keep up with demand."

In the same period Hiab has introduced several loader crane innovations, including Crane Tip Control (CTC), Semi-Automatic Folding (SAF), electric Power Take-Off (ePTO), Hiab Frameworks and nDurance high durability coatings/paint. The company has several divisions and brands including Jonsered forestry and recycling cranes, Loglift forestry cranes, Multilift hookloaders and skiploaders, Moffett truck mounted forklifts along with Zepro, Del and Waltco tail lifts, all of which - depending where you are in the world - are either market leader or number two in the market.

Other businesses that are not necessarily associated with Hiab include Princetown truck mounted forklifts in North America and Sinotruck Hiab Equipment, a joint venture with China National Heavy Duty Truck Group (CNHTC). More recently it has completed the acquisition of loader crane manufacturer Argos in Brazil.

HiConnect launch

However the main reason for the gathering was the launch of the new HiConnect telematics platform which provides customers with real time information to help improve productivity when running a fleet of cranes.

According to Jan-Erik Lindfors, vice president, new business solutions: "By using this information customers can maximise performance and avoid unnecessary downtime. Currently, customers with large fleets have limited data about their equipment utilisation rate, condition and operation. Decisions are made on gut-feeling, assumptions and experience rather than with hard data."

"HiConnect is Hiab's first service connecting our equipment. It is a three level fee-based subscription service supplying real time data via web based portal and dashboards to either a computer or mobile device, giving clear and simple overviews that provide status monitoring, service planning while helping improve the performance of each crane and operator. The information - true data of how the equipment is actually used - can be viewed in a quick and easy to understand format or in a more detailed format for those looking to find trends etc."

The system is cloud based with a continuous flow of information being sent from the crane to the Hiab cloud. Data is then analysed for safety, productivity, service etc

and sent to the user portal. Since February Hiab has had around 40 connected units with seven pilot customers. As well as the raw data Hiab has obtained a lot of customer feedback on the system and their requirements.

The customer portal has four main sections including Overview, Service, Notifications and Operation. Overview immediately flags up critical messages for example service indicators with errors, overdue services, notifications showing unsafe practices such as driving with the boom up. All of these can be dealt with immediately via a telephone call. The Service screen flags up the priority service needs and then the less important issues such as warranty checks and planned service checks. There is also an error log. Notifications includes the use and misuse of the equipment. Urgent operational alerts - such as driving in an unsafe way, boom up or stabiliser legs out - will be flagged immediately. This data will show which drivers have more problems and therefore need more training. The Operation screen is all about productivity - the operating and idling time, lifting capacity and over or under utilisation etc.

Another module to be introduced at the beginning of next year is Operator Performance which assesses operators on six parameters relating to the actual use of the crane - half dealing with safety and half with productivity. "Having a system such as HiConnect will allow customers to have information on the performance of the crane and operators which up to now they just

haven't had," says Lindfors. "It allows them to plan predictive servicing from the usage of the crane which is very important as downtime is a big issue."

One of the seven pilot customers is Travis Perkins in the UK. "Modern technology and connectivity has totally changed the way we operate our business. Now that we can track the vehicles in our fleet, we know exactly where they are and what they are doing. With this information, we can be more efficient and operate much more safely," says Andrew Hollingsworth, fleet technical manager at Travis Perkins.

HiConnect will be fitted to new cranes from next year in the USA, UK, France, Netherlands and Germany and can also be retrofitted to older cranes up to about five years old.

"We are very proud to be the first in our industry to bring this comprehensive suite of connected solutions to the market," says Sundén. "We have worked closely with our customers and collectively see many benefits today and huge future potential in HiConnect. This upcoming initial market offering is just a start. Early adopters will now receive key insights and functionality, but will also be part of further developing the HiConnect platform based on their needs."



ePTO-X HiPro 192



X-HiPro 418



HiVision in action



In the Stargard facility



A lithium ion powered Moffett E4 truck with battery powered loader crane



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Prison sentence for scaffold company director

UK-based Boundary Scaffolding has been fined £80,000 plus costs of £1,410, while director Jonathon Lee Griffiths-Clack has been sentenced to six months in prison - suspended for 12 months - and ordered to pay costs of £1,545 after an employee lost his hands and feet.

Jamie Mines, 32, was erecting a scaffold on 19th December when a component touched a 33KV overhead power line giving him a major electric shock. His injuries led to the amputation of his left arm above the elbow, right arm below the elbow and both his feet. He also suffered severe burns to his legs and back, damage to his vocal chords, and was in an induced coma for six weeks.

An investigation revealed that Griffiths-Clack and the company had failed to ensure a safe system of work was in place for erecting a scaffold under overhead power lines.

Mines said: "I can't put into words how it feels to wake up with no hands. I had five month old twin girls at the time of the accident, all I could think of when I woke up was the things I wouldn't be able to do, for example to hold my babies' hands again, draw, play catch or teach my girls any of the things that I had learned with my hands."

HSE inspector Ian Whittles added: "This incident could have been prevented had the company and its director properly planned a safe system of work and ensured the scaffolding was erected in line with HSE regulations. Due to their failings, a young father of five has been left with life changing injuries and the lives of an entire family have been changed forever."



Pam the scaffold instructor

Pam Agent of UK rental company Astley Hire has become the fourth woman in the UK to become a qualified PASMA trainer for the erection of aluminium scaffold towers.

Agent said: "I had no experience of putting up scaffold before, but I somehow just knew it was the perfect role for me. I'm so grateful to everyone at Astley Hire for putting their trust in me and giving me the opportunity to do this. There aren't many women in this sector. I suppose because it is perceived as a male dominated industry, but the numbers are slowly rising. My next goal is to gain my IPAF instructor certificate."



Pam Agent

£1,500 & 170 hours for scaffold inspectors

Scaffold inspectors Stephen Harper and Garry Arnold have been sentenced to 170 hours community service and fined £1,500 each after a man fell through a gap between the scaffolding and the building. In March 2014, the man, 49, was working on a re-roofing project and as he stepped down from the roof onto the scaffold, he fell through the gap injuring his spine. The scaffolding had been signed off as safe for use, but an investigation revealed that the inspections were not actually carried out.

UTN Training opens new centre

UK-based UTN Training has opened a new training centre in Crawley, near Gatwick Airport. The centre will initially offer health and safety classroom courses including IOSH Managing Safely and CITB Site Management Safety Training Scheme.



FASET edge protection course

FASET, the UK-based safety net association has developed a training, assessment and certification scheme for those installing edge protection systems complying with the EN 13374 standard. Graduates will receive a CSCS 'Edge Protection Installer' skilled worker card.

Successful audits for Safety & Access Korea

Two scaffold training centres operated by Safety & Access (Korea) have passed their CISRS audits. The company has been offering scaffold training for five years, during which time around 3,000 people in the oil & gas industry have received training.



First IPAF training centre in Denmark

Rival Denmark has opened the country's first IPAF training centre for scissor lifts, booms and truck mounted lifts. The company is said to have won a contract to supply aerial work platforms for a major new project in the Odense and we understand that the contractor is insisting that anyone using an aerial lift on site must have a valid PAL card.

Who trained him then?

Spotted in Colombo, Sri Lanka a team of men working on the famous Galle Face Hotel with the most basic of steel façade scaffolds.





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POWER	DIESEL
HEIGHT	17.20M



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TYPE	SCISSOR LIFT
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LIFTING	227KG
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New Good Practice Guide

The CPA has launched a new good practice guide covering the safety aspects of pressurising hydraulic systems with an external energy source for diagnostic purposes.

The publication follows an approach from the assistant coroner for Warwickshire concerning a fatality caused when a hydraulic component from an item of lifting equipment failed during a pressure test. The CPA was asked by the coroner to relay information about the dangers of this activity and what procedures should be in place to prevent such an occurrence. In particular to promote the availability of the HSE Guidance Note GS4 - Safety Requirements for Pressure Testing.

Although HSE Guidance Note 4 is a comprehensive publication, technical in content and applicable to all sectors of industry, it is biased towards pressure testing activities where the proof-testing is undertaken at the manufacturing stage. The CPA's publication is based on GS4 but tailored for the equipment maintenance sector and has been blended towards an educational rather than technical content, aimed at those carrying out the activity as well as those managing the process.

The CPA approached the British Fluid Power Association (BFPA), to assist and provide technical information for the publication.

The new guidance is divided into three sections - the first for those carrying out the task in an easily readable 'stay-safe' format, the second section is written for those managing and supervising the operation and the third provides the supporting knowledge relating to the technical content and incorporates a training syllabus produced by the BFPA outlining the required knowledge, skills and training for those carrying out the operation, including the need to have a good understanding of relevant formulae and various units of pressure

such as Bar and PSI.

The publication supports the technical message of GS4 but is written as a training tool, and directs readers to a number of other safety documents and leaflets that deal with the use and maintenance of pressure systems and equipment. The guidance focusses on system and component pressurisation using an external energy source (such as a hand pump), undertaken either in-situ, or removed from the machine and pressurised externally.

Due to the high risks involved, a key message of the publication is that employers should, as a first step, consider utilising organisations that specialise in hydraulic pressure testing with the correct equipment and knowledge to safely conduct the activity.

CPA chief executive Colin Wood, said: "The original incident involved one of our members, and we felt it was right not just to comply with the coroner's instructions but go the extra mile, producing something permanent which raises awareness of the dangers and how safe systems of work should be constructed."

Chris Buxton of the BFPA added: "The job of raising awareness of the risks when using high pressure equipment and the need to train and educate the associated work force is both challenging and continuous. This CPA document is a major contribution to these efforts."

As with all CPA guidance documents, the good practice guide can be downloaded free of charge from www.cpa.uk.net/safetytechnicalpublications



CPA Construction Plant Conference

The CPA Construction Plant Conference will take place on Tuesday 31st October at the Heart of England Conference and Events Centre. The one day event presents an opportunity to discuss the latest issues affecting construction equipment in the UK. Tickets can be booked online via the CPA website.



The conference speakers and subjects include:

- **Air Quality in London: Emission Measurement and the NRM LEZ Policy.**

Daniel Marsh of King's College London will speak about real world emission measurement work for the London Low Emissions Construction Partnership.

- **Operators - How many are there?**

Carl Letman of Skyblue Research, will share the results of the CPA/CITB research into operator supply and demand.

- **Skills, Training and CITB**

Mark Noonan of the CITB will talk about changes in training and the effect of the Apprenticeship Levy and grant reform.

- **Shared Solutions to Reduce Risk.**

Tim Watson of the CPA will discuss the latest safety projects and solutions to reduce risk, comply with the law and establish standards.

- **Evolution in Safety Standards**

Carole Bardell, head of health, safety and security, Area North at HS2 will talk about the role of the client in the constant improvement of major project standards.

- **2018 - What challenges will it bring?**

John Batty of Bluejohn Marketing will cover the challenges that concern CPA members, and possible solutions.

- **Health and Productivity**

Kate Walker of Diabetes and You will talk about the effect that health can have on productivity and absenteeism, and how an employer can address the challenges of an ageing workforce.



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Government ends MOT exemption

The UK Government will end of the current exemption for HGV mounted aerial work platforms from annual MOT inspections on May 20th next year. After this date aerial lifts up to 44 tonnes GVW will be required to undertake road worthiness inspections at an approved MOT inspection site. The change will also affect the requirement for these vehicles to be submitted to Whole Vehicle Type Approval before being registered for the first time.

Larger platforms which come under STGO rules will continue to be exempt for practical reasons. IPAF was a key respondent in the initial consultation, highlighting issues and potential problems concerning the proposal and its implementation. Among the concerns raised was the practicality of testing machines annually to comply with MOT expiry and renewal dates when they might be out on a long-term rental.

IPAF technical and safety officer Rupert Douglas-Jones said:

"We are continuing to work with the Department for Transport to interpret the proposed lifting of the MOT exemption and to minimise the impact for owners and operators. As soon as further information is available on the planned approach and timing for bringing these vehicles into testing we will let members know. There may be some flexibility in the way the changes are applied and phased in to minimise disruption to normal business operations. We will continue to convey concerns and suggested solutions."



Rupert Douglas-Jones

7 million platforms

During a speech at last month's Europlatform event in Poland, Haulotte chairman Pierre Saubot said that he expects the global population of self-propelled aerial work platforms to grow to seven million machines over the next 20 years, up from 1.25 million today. Saubot insisted the target is achievable if manufacturers, rental companies and regulatory bodies work together to offer a safe and convenient product that meets end users' requirements at a cost they can afford.

Other highlights included Phil Godding and Ignacy Puzkiewicz of JLG, discussing new technologies such as robotics and machines that allow technicians to carry out tasks remotely from the ground. Rupert Douglas-Jones presenting the latest Fatal Injury Rate statistics and analysis, and the importance of IPAF's Accident Reporting and Incident Database to reducing common causes of accidents and fatalities.

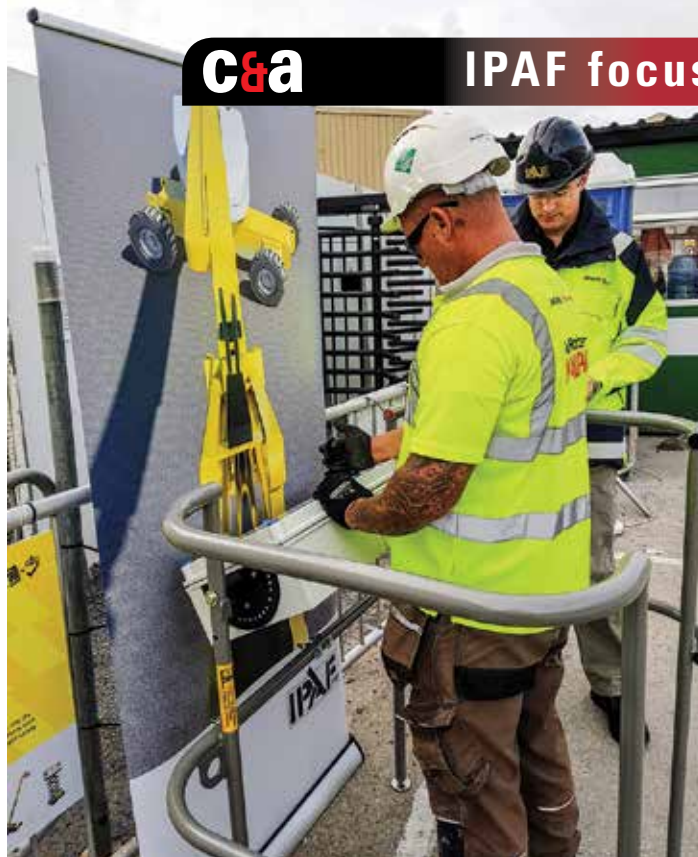


Pierre Saubot

Martin Vöggtli of Skyworker, Switzerland, spoke on the importance for the industry to reduce its carbon footprint by developing more hybrid and electric machines, while Jim Colvin of Serious Labs spoke Virtual and Augmented Reality applications in training. Next years' Europlatform will be held in Belfast, on 11 October 2018.

IPAF PDS programme

The next IPAF Professional Development Seminars kick off in Gateshead, UK on 18th October and will be followed by a southern event in Abingdon, on 7th November. Other seminars are scheduled in the Middle East and India this autumn and early 2018 for other countries. The seminars are intended to ensure instructors, auditors and staff are kept up to date on the latest legislation, safety and training information.



c&a

IPAF focus

Operator controls research hits the road

Around 100 people, have taken the Which Way is Up? test at three job sites in the UK, as part of the research into aerial work platform control layout. They included those who had never operated a platform, to highly experienced operators. If you would like a visit from the controls test rig or know a building site, event or training location where useful data could be gathered, please email rupert.douglas-jones@ipaf.org

UK market general manager

IPAF has appointed Richard Whiting as UK market general manager, he joins the organisation from the Hire Association Europe where he has been commercial manager since 2012. He previously worked with Building Software, Unisys and HSBC in training and implementation. He will be based in IPAF's head office in Cumbria.



Richard Whiting

Chief executive Tim Whiteman said: "We are delighted to announce Richard as IPAF's UK market general manager. His skills-set and experience are ideally suited to helping deliver a more dynamic set of benefits and services to members. IPAF is embarking upon fairly significant improvements in its membership offer, with a new audit regime for UK rental members, an expanding training programme, eLearning capabilities and a more advanced version of the PAL Card in development."

IPAF global mastclimber rep

IPAF has recruited Angel Ibañez as a dedicated representative for the global mastclimbing work platform market, a new role created by the organisation to reflect the growth and influence of its mastclimber membership base and activities.

Ibañez is based in Zaragoza, Spain and will be responsible for developing IPAF's membership services and training programme for mastclimbers. He was previously sales manager at Spanish manufacturer Saltec and more recently worked as an independent consultant to the mastclimbing sector. He reports to Romina Vanzi, head of regional development and mastclimbing work platforms.

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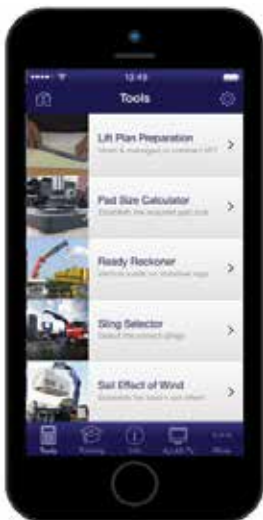
The ALLMI Smartphone App is now available. Free of charge and compatible with iOS and Android operating systems, the ALLMI App contains an array of features that benefit all those involved with lorry loaders, including:

- Details of ALLMI's range of training courses.
- Guidance documents.
- Good practice/safe use videos.
- ALLMI member and training provider directories.
- The latest industry news.
- A course booking facility for accredited instructors.

It also contains a range of tools, that enable the following to be calculated / established:

- Vertical loads placed on stabiliser legs.
- Pad sizes required for a particular lifting operation.
- Sling selection when handling cabins or containers.
- The sail effect of wind on a given load.
- Whether a lift falls into the hired and managed or contract lift category, and whether a site visit is required in advance of the operation.

ALLMI chief executive Tom Wakefield said: "Whilst the ALLMI App is primarily designed and scaled for smartphones at this stage, it is also fully operational on iPads and Android tablets, and further development work for these devices will be carried out over the coming months, leading to even greater compatibility. We hope the industry finds the App to be a very helpful source of information and guidance, and we are, of course, very keen to receive constructive feedback; therefore, we would encourage users to contact us, should they have any comments or suggestions for future development."



ALLMI Membership Event 2017 - review

Held on 11th October at the Forest of Arden Marriott Hotel & Country Club in Meriden, the 'ALLMI Membership Event 2017' proved to be a huge success, experiencing a record turnout and seeing all corners of the lorry loader industry strongly represented.



ALLMI chairman, Mark Rigby said: "This is the third year in a row that we have organised a combined Event for all membership divisions and, not only did it run incredibly well once again, it also proved to be our best so far, with unprecedented attendance levels and exceptional content. The meetings saw members updated on a raft of important industry issues and projects, and our 'Discussion Group' format facilitated excellent engagement, allowing us to obtain detailed information on numerous pertinent topics. We can now use this valuable feedback to effectively focus our efforts and resources to the benefit of the entire membership in the year ahead."

Chief executive Tom Wakefield added: "We are also very pleased with the networking side of the Event and the opportunities it provided. Our membership includes manufacturers, service companies, fleet owners, site operators and ancillary equipment suppliers, so it was great for representatives from all of those industry sectors to be able to come together and discuss common issues in a relaxed and informal environment. As well as all members congregating for the working lunch at the start of the Event and Perry McCarthy's excellent speech in the afternoon, we also held a very successful social function in the evening which included dinner, fundraising for the Lighthouse Club, live music, and superb entertainment from comedian, Jed Stone, who not only performed an hour long set, but also acted as Compère for the night."

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



Update from ALLMI Chairman, Mark Rigby



Discussion Groups taking place



Meeting presentations



Evening Dinner



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Tower Safety Week returns

This year's PASMA Tower Safety Week will run from 13th to the 17th November and showcase the safety and versatility of what is now a universally popular piece of access equipment. Mobile access towers are used in many different industry sectors - construction, building maintenance, cleaning, facilities management and the utilities to name just a few - for which they provide a safe and effective means of gaining access to work at height. Tower Safety Week will mirror these applications and put the spotlight firmly on safety.



For the first time PASMA is seeking support for the annual initiative from both members and non-members alike. By visiting a dedicated Tower Safety Week website, potential supporters can take advantage of a purpose produced marketing toolkit and asset pack containing infographics and guidance designed to promote height safety in general and tower safety in particular.

In addition, PASMA manufacturing members will run BS 1139-6 CPD Open Days for PASMA instructors, training members will deliver toolbox talks on tower safety, and hire and assembly members will aim to go even higher and raise even more money for charity via the High Tower Challenge.

The foam hands will also make a return this year for the Tower Selfie contest! More information about Tower Safety Week can be found at www.towerweek.pasma.org.uk



PASMA appoints new head of technical support

PASMA has appointed John Darby, 34, to the newly created post of head of technical support. He joins the trade association after 10 years with the Youngman Group where he was UK manufacturing engineering manager.

After graduating Darby joined the engineering department of fire and security specialists Elmdene International based in Portsmouth. In 2007 he moved to the Youngman Group - now Werner UK Operations - as a design engineer. In 2010 he was appointed technical manager, then operations manager and finally UK manufacturing engineering manager in 2015. Throughout this period he was directly involved in developing new and innovative products for the access industry.

Since 2015 Darby has also been chairman of PASMA's Technical Committee. He also sits on B514/24 the UK Tower Standards Committee and TC53/WG4, the European Committee responsible for revising EN 1004, the Europe wide product standard for mobile access towers.

Born in Colchester but now living in Ipswich, PASMA's new head of technical support is married with two young children. His interests include engines, cars and generally 'anything greasy'. He says: "My 10 years with Youngman have been extremely rewarding and enjoyable. I now look forward to working at the heart of the industry and helping shape the future direction, work and role of the association and supporting its many members."

Darby will report directly to PASMA technical director, Don Aers, who added: "John's knowledge and experience of the tower industry will be invaluable to the association. Virtually all his working life has been devoted to designing and developing towers to improve their safety, flexibility and effectiveness."



John Darby



Gillian Rutter (L) and Siobhan Donnelly

PASMA teams up with IIRSM

The association has signed a memorandum of understanding with the International Institute of Risk and Safety Management (IIRSM), the professional home for everyone who manages risk. It provides practical resources, support, advice and education to everyone who manages risk to benefit people, society, governments and business. The institute has 8,000 members globally.

In developing an already supportive partnership in the UK, United Arab Emirates and Qatar, the memorandum is primarily designed to drive forward key areas of collaboration that will directly benefit the membership base of each party. The agreement was signed in London by IIRSM president, Siobhan Donnelly, and PASMA's Gillian Rutter. Also in attendance were Phillip Pearson, the IIRSM chief executive, and PASMA's managing director Peter Bennett.

Manchester Dialogue

Jason Carlton



Over two days of Health & Safety North at Event City, Manchester, PASMA's head of strategic engagement and communications, Jason Carlton, fielded questions from an audience of more than 200 people in the Safety Dialogue Theatre. Organised by Chris Shaw, editor of Health & Safety Matters magazine, the theatre provided attendees with a unique opportunity to 'join the debate' and contribute directly to discussing the topic of the day - in this case, working at height and fall protection.



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Ray Cooke, Head of Construction Sector Safety Unit, HSE

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SCAFFOLDERS RECORD SCHEME

CISRS/OSTS training centre opens in Vietnam

Industrial training company AIS Training has opened a state of the art CISRS accredited training centre in Vietnam which will be run in conjunction with AIS Training's local partner Black Cat Insulation Technical JSC. The new centre will offer internationally recognised scaffolding and insulation courses.

AIS carried out its own intensive seven-day audit, prior to the successful CISRS accreditation visit. The centre has now been accredited by CISRS as an official overseas scaffolder training scheme (OSTS) centre and is approved to offer a range of CISRS courses including Level 1 Scaffolder, Basic Scaffold Inspection and Scaffolding Supervisor training.

The new training centre will be used by Black Cat to upskill and improve the competencies of its own employees, as well as servicing the training requirements of the Indo-China oil and gas and construction markets.

Black Cat employs 200 people in Vietnam supplying the oil & gas and industrial sectors, providing and installing insulation, protective coatings and passive fire protection systems via scaffolding.

Paul Attrill of AIS, said: "We are delighted to establish this new state of the art training centre in Vietnam and are pleased to now be part of the CISRS Overseas (OSTS) Scheme. This is a great achievement for AIS and Black Cat in raising standards."



Dave Mosley of CISRS with AIS/Black Cat staff during their accreditation

CISRS CPD update

Back in the UK the CISRS CPD programme has been running for just over three months. Despite some initial negativity from parts of the sector towards its introduction, the course has proved to be very popular with those that have attended. 16 courses have been delivered in just over 12 weeks at approved CISRS providers and demand for courses continues to grow.

The feedback from delegates has been very positive. Scott To of Hewaswater Scaffolding attended a CPD course at LTC in Plymouth and said: "The content was very good and it covered most aspects of our business nicely. Initially I was sceptical, we had a wide range of scaffolders with a huge amount of experience on the course yet I can confidently say we all learned something."

CISRS has collaborated with several providers including National Construction College, Simian Skill, Safety and Access and LTC Training Services to provide a series of fully funded courses and others are offering special introductory rates for the new programme.

NASC Apprentice of the Year

As we go to print, NASC is looking for nominations for its Scaffolding Apprentice of the Year award which is sponsored by both the Construction Industry Training Board (CITB) and Construction Industry Scaffolders Record Scheme (CISRS).



The successful candidate needs to be conscientious, have shown a willingness to learn and develop skills and has gone above and beyond the call of duty whilst working their way through the qualification.

A trophy and £500 cash prize will be awarded to both the winning apprentice and their employer. A trophy and £250 cash prize also goes to the runner up and their employer. The winner and runner up will be invited to attend the NASC AGM at The Intercontinental Park Lane Hotel, London on Friday 24 November, where the result will be announced and they can be presented with their prizes in person.

UEG Annual General Assembly

NASC participated in the UEG Annual General Assembly in Stockholm on Friday 13th October. The event - hosted by the Swedish scaffolding organisation (STIB) - was attended by 52 delegates. UEG (Union Europaischer Geruestbaubetriebe) is the umbrella organisation for European national trade bodies in the scaffolding sector and NASC represents the interests of the UK scaffolding industry in the group.

UEG president Martin Angele (SGUV/Switzerland) reviewed the association's activities during 2017, including the UEG European Regulations Working Committee and the recent publication of practical guidelines for scaffolding contractors. He also discussed plans for 2018 including a UEG panel discussion in June, focusing on CEN TC53 and scaffolder training and noted that risk assessment guidelines would be developed during the year.

An application for membership from the Federation des Entreprises de Construction d'Echafaudages (FECEL/Luxembourg) was approved, bringing the total number of national organisations in UEG to 10. There are also 10 associate members. Further applications for both categories are anticipated in 2018.

Next year's UEG General Assembly will take place on 12 October and will mark UEG's 10th anniversary. NASC is a founder member of UEG.

For further details see www.ueg-eu.org



Delegates at the UEG conference in Stockholm.

NASC

Established in 1945 NASC is the national trade body for access and scaffolding in the UK comprising over 230 leading contractors and scaffolding manufacturers. www.nasc.org.uk

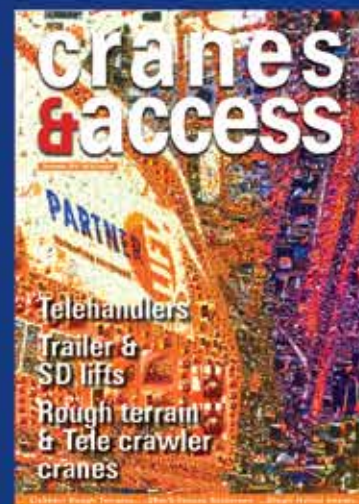
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Liebherr L1-24

The Liebherr L1-24 is the first of a new compact series of Liebherr self-erecting tower cranes, and was introduced at Bauma 2016. It has a maximum capacity of 2.5 tonnes, and a maximum jib tip radius of 25 or 27 metres, depending on configuration.

This model is made by Conrad and is configured in the 27 metre version with concrete ballast. It comes in a high quality box and an instruction sheet is included.

The base is simple with four outrigger beams each having a screwed jack with a plastic pad, but there are nicely shaped equipment cabinets with sharp Liebherr graphics. The ballast is modelled as grey concrete blocks which are in two solid pieces rather than separate slabs as on the real crane, but a nice detail is that the Liebherr name is embossed into the castings.

The steel beam type tower/mast is in metal with the two pieces hinged together just like the full size crane, reflecting the simplicity of the design. The lattice jib is metal and in three sections - two long ones and short jib tip. The casting is hollow underneath and folds out straight and is supported by soft plastic pendants. Plastic Liebherr sign boards are also attached.

The trolley is plastic and the hook is metal, with metal sheaves used throughout. The trolley can be positioned anywhere along the jib by hand, and the winch can be operated by a key which works through a hole in the bodywork.

The model can be displayed in folded mode with or without the ballast attached, but it is a pity that transport axles are not included. The erection sequence replicates that of the real crane and it works



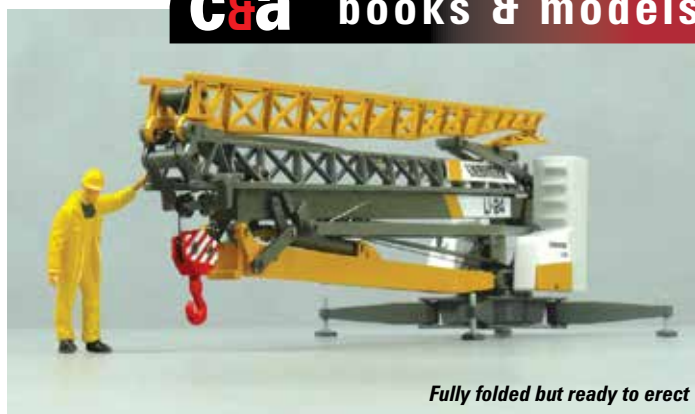
The straight jib is well engineered

well, and the crane can be displayed with three different jib lengths.

This is a nicely engineered model with metal for the mast and jib, and a few plastic parts elsewhere. It reflects the simplicity of the real crane and when erected it is quite a large model and reasonably stable. It costs €119 from the Liebherr web shop.

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

Cranes Etc Model Rating	
Packaging (max 10)	8
Detail (max 30)	21
Features (max 20)	15
Quality (max 25)	19
Price (max 15)	10
Overall (max 100)	73%



Fully folded but ready to erect



Erection geometry is good



Nice cabinets



Erected with short jib

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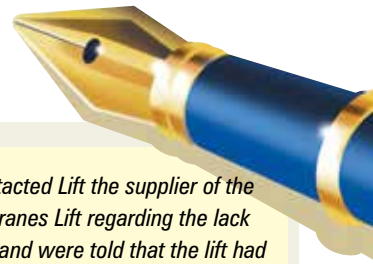
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Readers Letters



Why oh why oh why?

Front cover picture on Cranes & Access August/September. I smile as I see the mini cranes on the front cover, ok it's the competition BUT it's still nice to see mini cranes making the cover.

Then I take a closer look. NO OUTRIGGER MATS !!!! I shake my head in disbelief.

Am I more outraged that no-one proof viewed the most important picture of the magazine? Or that the competition actually completed the lift using no outrigger mats? Given that their customer might have

been ok with the point loadings it is still best practice to always use outrigger mats.

Rant over.

Nice to see our MC305 picture used on page 31 (with oversize mats to protect the paving)

Thanks Mark.

Here's to many more editions.

Andy Hinton-Sheley.

Technical sales manager.

Vacuum and Crane Ltd.

We contacted Lift the supplier of the spider cranes Lift regarding the lack of mats and were told that the lift had already taken place (with outrigger mats in place). The cranes were being removed but were repositioned for the picture. Yes mats should always be used, even in pictures where they have finished the lift. Ed

Top 30 rental company guide

Hi Mark,

I was fascinated to read your article on the top 30 telescopic handler companies in the UK but rather disappointed to notice that Fairfax Plant Hire from Selby with 69 and another 4 on order were not included. We run a total fleet in excess of 800 tracked and wheeled machines.

Kind regards

Ian Davidson

Fairfax Plant Hire

Hi Leigh

Once again we have really benefited from analysing the data in this report. It is very helpful in that it provides some vital information which allows us to compare our own performance with that of our competitors.

What we do is input your data into a spreadsheet and then add other information from the credit raters which then gives us some really meaningful measuring information such as:

- Average annual income per employee
- Average annual income per Platform
- Average Platforms per employee.
- Average value of each platform.
- Return on net assets.

Etc etc.

So thank you for this invaluable tool. It is appreciated and valued.

Regards

Malcolm Bowers

Lifterz

Hi Leigh

Just picked up the latest copy of your mag.. looks great, but then they always do. Just wanted to say another great job on the Top 30 hirers. Seems it gets better every year. Glad to see the telehandlers section is becoming more meaningful, when I think back to the first time I saw it its night and day, solid progress. This is the chart that we seem to use the most here so good to see. By the way you have a front picture of two of its spider cranes from Lift in action on a blue vessel (great shot) but in the relevant Top 30 chart they are shown as having zero spider cranes in their fleet?! Assume you have the headings around the wrong way? If so then that would make sense.

Keep up the good work

Yours

Beverly Shipton

Top 30 guide errors & omissions

In last month's issue we published our annual Top 30 crane, access and telehandler rental company guide. And as is always the way when publishing such a mass of data, the only thing that is certain is that errors and omission will occur.

Spider and pick & carry crane mix up

Sadly one of them was silly error that we repeated from last year, concerning the chart for spider, mini crawler and pick & carry cranes. We had the data for spider cranes and pick & carry in the wrong columns, so that companies with extensive spider crane fleets, such as Lift Minicranes, City Lifting, and JT Cranes were shown as having no spider cranes at all, but plenty of pick & carry cranes which they do not own. The mistake quickly becomes obvious, but that is, of course no excuse, and we apologise profusely. "To err once is human, to err twice is careless."

So here is the corrected chart which was placed into the digital version the magazine the very next day. Obviously there was nothing we could do about the printed copies with this correction. Hopefully we do not repeat it next year.

MINI CRAWLERS / SPIDER CRANES / PICK & CARRY

Company	Total	Under 12t	Pick & Carry	Spider Crane
GGR Group	227	21	50	156
Hird	100	0	48	52
A Mini Crane Hire Co	74	4	5	65
Coppard Plant	47	1	6	40
TCA Lifting	36	4	3	29
Lift Minicranes	34	0	0	34
NRC	26	26	0	0
City Lifting	24	7	0	17
JT Cranes	19	2	0	17
Sparrow Crane	15	10	0	5
AGD Equipment	15	15	0	0
Emerson Crane Hire	11	8	0	3
King Lifting	8	2	4	2
Ainscough	7	0	7	0
NMT Crane Hire	7	0	7	0

Missing telehandlers

Two other reported errors ... so far ... was that we missed Ashbrook Plant from the telehandler chart. The company now runs 164 telehandlers which would have put it into 20th position on the chart. And as per the letter above we missed Fairfax Plant which currently has 69 units rising shortly to 73. It would have been 26th in the chart.

If we have missed anyone else please do not hesitate to contact us.



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EXHIBITION
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AWARD CEREMONY
2:30pm – 3pm



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The following open letter and response between Mick Norton and David Partington of the CITB - both of which were copied to our letters page - concern the CPCS Card system which are used for proof of relevant training and skills. They are relatively self-explanatory.

Dear Mr Partington,

My earlier email today concerning the inability of current CITB computer systems to electronically cope with data retrieval for CPCS blue cards has triggered a sizeable response from your stakeholders. The alleged CITB computer shortfalls linked to the CPCS product reveal that test centres that operate up to date Microsoft XL have been unable to open the CPCS test question banks for over 10 months!

The majority of CPCS test centres who wisely operate the later versions of the software have found themselves financially penalised having to purchase pre-2013 versions to facilitate files in CPCS question banks, which for many busy centres take a lifetime to open. For test centres the shambolic CITB system is loaded the first time, online, it automatically updates to the latest version and once again the question bank access is denied.

A source at Bircham Newton confirms the CITB/CPCS have been totally aware of the problem for nearly a year

with the problems for test centres due entirely to the CITB/CPCS still operating the vintage MS 2010 version. If these circumstances are vindicated it shows huge fault lines running through the CITB's woefully inadequate computer system for the necessary technical support to the construction sector. Once again, levy payers and stakeholders should be asking:

- "Why is the CPCS revenue not diverted to mitigate these alleged administrative failings?"

Grateful you pass on my points to whosoever runs the computer systems at Bircham Newton and of course the CPCS management team and its management committee. The latter two seem blissfully unaware of any problem despite feedback from CPCS monitors to the contrary for a considerable length of time.

Regards,

Mick Norton BEM

Dear Mick Norton,

Thank you for your email in relation to the CPCS blue card holders.

At present we do not have a report which will provide us with this information as we have not previously recorded how an individual met the criteria, nor was this a requirement. In order for us to determine whether individuals have achieved a NVQ/SVQ we would need to check each individual's personal file within our electronic document management system to ascertain whether we have been provided with a copy of a NVQ/SVQ qualification certificate. Therefore it is inaccurate to say that CPCS blue card holders cannot be electronically checked; it is possible for CITB to check whether a specific individual has achieved at NVQ/SVQ, however your request was to provide information on all blue card holders. This would necessitate reviewing over 140,000 individual records and would therefore be exempt from disclosure under the Freedom of

Information Act, as per my response to your request.

I also acknowledge that the CLC requirement is to ensure that all cardholders, whose cards expire from 2020 onwards, meet the expected qualification standard. CITB has a piece of work on-going to ensure that this target is met, therefore in future we will be able to provide the information requested but it is not possible to do so at the moment.

I hope this helps to explain why CITB is unable to electronically retrieve the information you have requested, however should you be dissatisfied with my response you may apply for an independent internal review, as outlined in my original letter of response, by contacting Chris Brooks, Chief Financial Officer & Corporate Performance Director.

David Partington

Head of Audit, Risk and Governance

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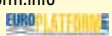
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Access Equipment Manufacturers

The Access Platform Company	www.accessplatformcompany.co.uk
Ascendant Access	www.ascendantaccess.com
Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.bravisol.com
Bronto Skylift	www.brontoskylift.com
CMC	www.cmclift.com
Co.Me.T	www.officinecomet.it
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Easylift	www.easy-lift.it
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie	www.genielift.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JLG	www.jlgeurope.com
Klaas	www.utility-equipment.com
Klubb France	www.klubb-france.fr
Ladder Safety Devices	www.laddersafetydevices.co.uk
Leader	www.leader-piatt.it
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantis Access	www.mantisaccess.co.uk
Mantall	www.mantall.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Liftechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Power Towers	www.powertowers.com
Ranger tracked access	www.tracked-access.co.uk
Runshare	www.runshare.net
Ruthmann	www.ruthmann.de
Sinoboom	www.sinoboom.com
Skyjack	www.skyjack.com
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
Turner Access	www.turner-access.co.uk
UTS Sales & Repairs	www.towersandpodiums.co.uk
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Scaffold Towers

CLM Construction Supplies	www.clm-supplies.com
Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Lyte Industries	www.lyteladders.co.uk
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
CLM Construction Supplies	www.clm-supplies.com
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SGB	www.sgb.co.uk
LTC Hoists Division	www.lchoists.co.uk
Safi	www.safi.it

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
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SGB

www.sgb.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
ABBA Plant Hire	www.abbaplantire.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI- Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Drammen Liftutleie AS	www.drammenlift.no
Elevation	www.elevation.net
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Kimberly Rentals Group	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Hire	www.manlift.ie
Mays Access Platform Services	www.mapsplatforms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.com
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.rival.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

Notified Body

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

Access Platform Sales (APS)	www.iapsgroup.com
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A. J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
JMS Plant Hire	www.jms-planthire.co.uk
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonsales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/

North American Rentals	www.bigbooms.com
Rothlehner	www.rothlehner.com
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Rival	www.rival.com
Turner Access	www.turner-access.co.uk
TVH - Group	www.tvh.com
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Vertimac	www.vertimac.com
Wilson Access	www.wilsonaccess.co.uk
Workplatform	www.workplatformltd.co.uk

Special/Bespoke Access & Lifting Solutions

Access Platform Sales (APS)	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingltd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
JMS Plant Hire	www.jms-planthire.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
Workplatform	www.workplatformltd.co.uk

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-planthire.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Smart Platform Rentals	www.smartplatforms.co.uk
Special Equipment	www.special-equipment.eu
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Wilson Access	www.wilsonaccess.co.uk

Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	www.arnoldschwerlast.de
Collett A Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Heavy Transport/Abnormal Loads

Collett A Sons, UK	www.collett.co.uk
S.A. Smith	www.sa-smith.co.uk

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
Rival	www.rival.com
TVH Group	www.tvh.com
Vertimac	www.vertimac.com
VHS Vissers Heftruck Service	www.vhsblad.nl

Telehandler Rental

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

Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
Alfa Access Services	www.alfa-access-services.com

Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CISRS	www.cisrs.org.uk
CPA	www.cpa.uk.net

EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagru.com
Grove	www.groveworldwide.com
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
Raimondi	www.raimondi.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano	www.tadanofaun.de
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.cranefi.com
Cranes4Cranes	www.cranes4cranes.com
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
Delden Cranes	www.deldencranes.co.uk
Electrogen Int	www.electrogen.ie
IMC Cranes	www.imc-cranes.com
Hird	www.hird.co.uk
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-platt.it
London Tower Cranes	www.londontowercranes.co.uk
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-kranen.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
Utility Equipment	www.utility-equipment.com

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
Utility Equipment	www.utility-equipment.com

Crane Hire

AB2000	www.ab2000.co.uk
ABBA	www.abbaonline.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
Delden Cranes	www.deldencranes.co.uk
Emerson	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
London Tower Cranes	www.londontowercranes.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	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

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
HLC Consulting	www.hliconsulting.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 International	www.platinuminternational.com

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
Intercontrol	www.intercontrol.de

Generator Sales & Rental

Electrogen Int	www.electrogen.ie
JMS Plant Hire	www.jms-plantire.co.uk

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
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.nl
Outriggerpads	www.outriggerpads.co.uk
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

Component Suppliers

Cone Drive	www.conedrive.com
PCE Instruments UK Ltd	www.pce-instruments.com
UE Components	www.ue-components.com

Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Amerparts	www.amerparts.net
Caunton - Access	www.caunton-access.com
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
Donghua Limited	www.donghua.co.uk
Electrogen Int	www.electrogen.ie
IPS	www.ipspartsonline.com
JLG	www.jlgeurope.com
Lift-Manager	www.lift-manager.com
TVH - Group Thermote & Vanhalst	www.tvh.be
UE Components	www.ue-components.com
Unified Parts	www.unifiedparts.com
Vertimac	www.vertimac.com
Workplatform	www.workplatformltd.co.uk

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

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

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

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
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
inspire	www.inspire.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
Access Platform Sales (APS)	www.apsgroup.com
Astra Access	www.astratraining.co.uk
Bos Training	www.bosstraining.co.uk
Active Safety	www.activerepals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Approved Safety	www.approvedsafetytraining.com
Training -Ca	www.elevation.net
Elevation	www.emersoncranes.com/training
Emerson	www.emersoncranes.com/training
GT Access	www.gtaccess.co.uk
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
LT Training Services	www.lttrainingservices.co.uk
Mentor Training Solutions	www.mentortrainingsolutions.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
TVH Group	www.tvh.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccessstraining.co.uk/courses/
Access Training	www.workplatformltd.co.uk/customer-support/operator-training
Workplatform	www.workplatformltd.co.uk/customer-support/operator-training

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.emersontrainingservices.co.uk
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.lbtransport.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
TVH Group	www.tvh.com

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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Technical & Safety Consultancy

Access Safety Management	www.accesssafety.co.uk
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Vehicle Mounted

Make	Working Height	Year
Bronto S46XDT	46m	2005
Bronto S52XDT	52m	2006-2008
12.5m Vans 3.5t Cat	12.5m	2012-2013
15m Vans 5.2t Cat	15m	2010
16m Trucks 3.5t Cat	16m	2003-2013
17m Trucks 3.5t Cat	17m	2007-2009
22m Trucks 7.5t Cat	22m	2006-2010
29m Trucks 7.5t Cat	29m	2008

Self Propelled Booms

Make	Working Height	Year
Haulotte H21TX	21m	2006
Haulotte H23TPX	23m	2006
Haulotte H25TPX	25m	2006-2008
Nifty HR12NDE	12.2m	2007
Nifty HR12NDE	12.2m	2010
Nifty HR12NDE	12.2m	2012
Nifty HR15NDE	15.6m	2007
Nifty HR15NDE	15.6m	2012
Nifty HR21D 4x4	21.2m	2007
Haulotte Star 10	10m	2012

Scissor Lifts

Make	Working Height	Year
Skyjack SJ3219	7.8m	2009
Skyjack SJ3219	7.8m	2010
Skyjack SJ3219	7.8m	2011
Skyjack SJ3226	9.9m	2009
Skyjack SJ3226	9.9m	2010
Skyjack SJ3226	9.9m	2011
Skyjack SJ4632	11.8m	2010
Skyjack SJ4632	11.8m	2012
Skyjack SJ8831	11.4m	2006
Skyjack SJ8831	11.4m	2007
Skyjack SJ9250	17.3m	2008
Haulotte Op 8	7.8m	2006
Haulotte C14	13.8m	2017
Genie GS1932	7.6m	2017
Genie GS2632	9.8m	2017

Low Level

Make	Working Height	Year
Skyjack SJ12	5.6m	2012
Skyjack SJ16	6.7m	2012
Snorkel TM12	5.8m	2012
Power Tower Nano	4.5m	2017
Power Tower	5.1m	2017




Trailer Mounted & Narrow Access

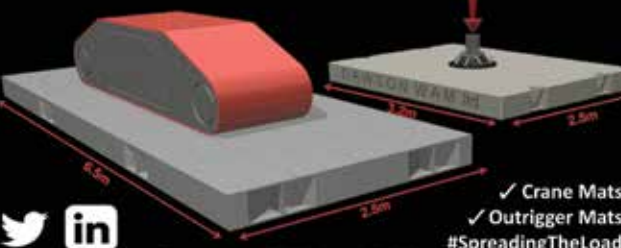
Make	Working Height	Year
Nifty 90ME	9.5m	2013
Nifty 120TPET	12.2m	2015
Denka DL22N	22m	2005
Palazzani 20/22	20-22m	1996

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Crawler cranes from stock



SCX900 90t 2008



SCX800 80t 2009

Sumitomo LS238	100t	1992
Hitachi-Sumitomo SCX900-2	90t	2007
Hitachi-Sumitomo SCX900-2	90t	2008
Hitachi-Sumitomo SCX800-2HD	80t	2009



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Crawler cranes for sale

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Liebherr LR1100 100t, Year 2002, 53m boom

Liebherr LR1100 100t, Year 2002, 53m boom

Fuwa QUY150 150t, Year 2008, 63m boom, 31m fly Jib, runner jib

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JLG - 2630ES
Scissor lifts

Electric, 4x2
9.0m Working Height,
2009 | PHM-Id 08503

€7,400



HAULOTTE - OPTIMUM 8
Scissor lifts

Electric, 4x2 Drive,
7.0m Working Height,
2011 | PHM-Id 09064

€7,450



SKYJACK - SJ9250RT
Scissor lifts

Diesel, 4x4 Drive,
17.0m Working Height,
2007 | PHM-Id 09074

€14,900



HAULOTTE - HI 8SXL
Scissor lifts

Diesel, 4x4 Drive,
22.0m Working Height,
2008 | PHM-Id 09232

€18,500



JLG - TOUCAN 10E
Vertical mast lifts

Electric, 4x2 Drive,
10.0m Working Height,
2012 | PHM-Id 08914

€14,900



GENIE - Z45/25JRT
Articulating boom lifts

Diesel, 4x4 Drive,
16.0m Working Height,
2006 | PHM-Id 09270

€16,900



GENIE - Z45/25J BI-ENERGY
Articulating boom lifts

Bi-Energy, 4x2 Drive,
16.0m Working Height,
2006 | PHM-Id 09271

€13,500



JLG - 450AJ
Articulating boom lifts

Diesel, 4x4 Drive,
15.0m Working Height,
2012 | PHM-Id 09220

€32,900



DEMAG - AC50L
Telescopic Cranes

50t, 6x6x6
Intarder, Aircon, 40m Boom
2008 | PHM-ID 09306

€197,500



Terex-Demag TC60L
Telescopic Cranes

60t, 8x4x4
15m jib, Intarder, 44m Boom
2010 | PHM-Id 09283

€289,000



LIEBHERR - MK80
Tower Cranes

8t, 8x6x8
42m Horizontal,
48m Lift Height
2007 | PHM-ID 09025

€369,000



Terex-Demag AC350/6
Telescopic Cranes

350t, 12x8x10
51m jib Superlift,
Balance System 64m Boom
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October 2017



V20146 - Skyjack SJ3219 - 2008

Electric - 7,8 Mtr. - 193 Hrs.

€ 3.650



V23633 - Genie GS1932 - 2005

Electric - 7,8 Mtr. - 450 Hrs.

€ 3.500



V22790 - Jlg 2030ES - 2005

Electric - 8,1 Mtr. - 338 Hrs.

€ 4.250



V22936 - Genie GS2032 - 2004

Electric - 8,1 Mtr. - 946 Hrs.

€ 3.500



V22930 - Hollandlift Y-83EL12 - 2007

Electric - 10,3 Mtr. - 3534 Hrs.

€ 5.750



V22797 - Jlg 260MRT - 2007

Diesel 4x4 - 9,92 Mtr.

€ 7.950



V21110 - Haulotte H12SX - 2007

Diesel 4x4 - 12 Mtr. - 2467 Hrs.

€ 11.950



V22736 - Jlg 33RTS - 2000

Diesel 4x4 - 12,06 Mtr. - 5447 Hrs.

€ 6.950



V23642 - Genie GS3384RT - 2007

Diesel 4x4 - 12,06 Mtr. - 2057 Hrs.

€ 13.950



V20884 - Skyjack SJ9241 - 2009

Diesel 4x4 - 14,5 Mtr. - 1506 Hrs.

€ 13.950



V21589 - Genie GR15 - 2007

Electric - 6,35 Mtr. - 272 Hrs.

€ 3.250



V21937 - Niftylift HR10E - 2005

Electric - 10 Mtr.

€ 7.500



V22722 - Genie Z30-20N - 1999

Electric - 11,14 Mtr. - 1694 Hrs.

€ 8.500



V22459 - Airo SG1000 - 2006

Electric - 12 Mtr.

€ 7.950



V22089 - Jlg M45AJ - 2000

Bi-Energy - 15,72 Mtr. - 1706 Hrs.

€ 9.950



V22543 - Genie Z45-25JRT - 2006

Diesel 4x4 - 16 Mtr. - 3883 Hrs.

€ 15.950



V18428 - Genie Z60-34RT - 2004

Diesel 4x4 - 20,39 Mtr. - 4417 Hrs.

€ 17.950



V21900 - Haulotte HA20PX - 2005

Diesel 4x4 - 20,65 Mtr. - 4580 Hrs.

€ 15.950



V22559 - Genie Z80-60RT - 2006

Diesel 4x4 - 26,4 Mtr. - 5008 Hrs.

€ 33.500



V22977 - Jlg 150HAX - 2000

Diesel 4x4 - 47,5 Mtr. - 5449 Hrs.

€ 59.500



V21807 - Haulotte H16TPX - 2006

Diesel 4x4 - 15,44 Mtr. - 2252 Hrs.

€ 10.950



V19577 - Genie S45 - 2005

Diesel 4x4 - 15,7 Mtr. - 3939 Hrs.

€ 11.500



V19637 - Jlg 460SJ - 2007

Diesel 4x4 - 16,02 Mtr. - 3359 Hrs.

€ 16.950



V22971 - Genie S105 - 2005

Diesel 4x4 - 34 Mtr. - 5594 Hrs.

€ 39.500



V19924 - Jlg 1200SJ - 2007

Diesel 4x4 - 38,58 Mtr. - 3626 Hrs.

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HOIST HOURS : 5200
STEERING SIDE : LEFT

2006

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WORK HEIGHT : 50M
MAX OUTREACH : 30.7M
CHASSIS : VOLVO FM 9 - 6 X 6
MILEAGE : 170,000 KM
HOIST HOURS : 9200
STEERING SIDE : RIGHT

2004

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BRONTO SKYLIFT S46 XDT

WORK HEIGHT : 46M
MAX OUTREACH : 25.7M
CHASSIS : VOLVO FLH 240 - 4 X 2
MILEAGE : 98,000 KM
HOIST HOURS : 4000
STEERING SIDE : RIGHT

2009

€POA



BRONTO SKYLIFT S50 MDT

WORK HEIGHT : 50M
MAX OUTREACH : 30.7M
CHASSIS : VOLVO FM 370 - 6 X 2
MILEAGE : 66,500 KM
HOIST HOURS : 2400
STEERING SIDE : LEFT

2013

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