

cranes & access

The background of the cover is a photograph of a large lattice-structured crane at a construction site during sunset. The sky is a mix of orange, yellow, and blue. The crane's jibs extend across the frame, and its base is partially visible in the foreground. The overall mood is industrial and dramatic.

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November 2017 Vol.19 issue 8

Rough terrain cranes

Trailer lifts Transport trailers Used equipment

....New Spierings hybrid City Boy...Access acquisitions for Speedy...Vertikal Days moves to Donington.....

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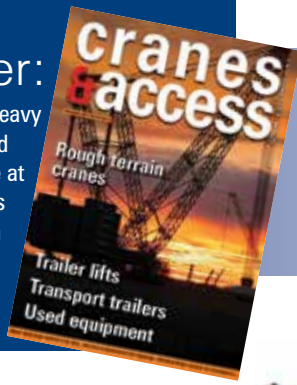
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On the cover:

Belgium-based crane and heavy lift specialist Sarens erected its new SGC-140 ring crane at the Port of Ghent earlier this month. With its 118m main boom the crane can lift 2,820 tonnes at 50 metres.



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Trailer lifts



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Transport trailers



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Spierings launches new hybrid City Boy, Speedy spends £22 million on acquisitions, New innovations from ALE, Vertikal Days moves to Donington, New RT scissor from Holland Lift, Demag unveils AC45 City crane, New Bobcat telehandler, New XC booms from Genie, Link-belt's new RTC-80160 Series II, New Fassi loader crane, New shareholders for Kiloutou, 5,000 Terex insulated aerial lifts for China, Vp acquires Brandon Hire, Coroner calls for lower speed limits for articulated cranes, New Grove GMK4090 All Terrain and financials round-up.

Rough Terrain cranes 17



With North America the major market for Rough Terrain cranes it was fitting that many new models were launched at Conexpo this spring. We take a closer look at the new introductions as well as other developments and a few applications.

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Although the trailer lift was one of the first aerial lifts to be developed, its sales and profile has been subdued for many years particularly in the UK, once a substantial market. Is its fortune about to change? We review the market.

New Genie booms 33 Transport trailers 35

Transporting equipment to and from its point of use safely and efficiently is a major element in any work package. Trailers are increasingly being designed for very specific needs, particularly very large components and aerial work platforms. We take a look at the sector as well as reviewing several new products from heavy lift and transport company ALE.



Used equipment 43

There are plenty of companies advertising used equipment for sale but there are very few that own the equipment they are promoting or provide a full range of used equipment services. Mark Darwin talks to Wesley Wittstock, Pfeifer Machinery's UK-based area manager about the company and the ups and downs of the sector.



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Demag AC45 City crane launch 49

Terex launched several new Demag cranes last month, including the new AC45 City. Is this the start of a new 'Demag' era for the company or is it just papering over the cracks? Mark Darwin reports from the company's facility in Wollerscheid, Germany.



New Sarens super heavy-lift crane 52

Cranes & Access took time to visit the Port of Ghent to take a look at Sarens' new SGC-140 ring crane which can lift 2,820 tonne at 50 metres radius.



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In the next C&A

The next issue of Cranes & Access, scheduled for mid-January, will feature the annual Rental Rate Survey, a Look back at 2017, Large truck-mounted lifts, Heavy transport & lifting/wind turbines and the Liftex conference review. If you have any contributions or suggestions, or are interested in advertising in this issue, please contact our editorial or sales teams.

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A load of BS

There are certain critical essentials in life that in a modern civilised society should either be free or carry a nominal charge. These essentials should also be organised by government to prevent monopolies and blatant commercial exploitation.

Such essentials include services such as health care, water, power/heat and health and safety. Whether these are government operated or delegated to the commercial sector and regulated is perhaps a more personal subject and one for another time and place.

Earlier this month the British Standards Institution released the revised code of practice standards for the Safe Use of Mobile

Elevating Work Platforms - BS8460:2017 and BS7981:2017 for Mast Climbing Work Platforms. Both appear to be excellent documents and could play a major role in improving safety when working with aerial work platforms and mastclimbers, building on the experience gained from the original BS8460 standard that was released in 2005 and the mastclimber standard BS7981 which dates back to 2002.

The latest code of practice considers changes since the originals were published, including platform design requirements in EN280, legislation such as the CDM Regs 2015 and publication of several Strategic Forum for Construction Plant guidance documents - all good stuff.

The new standards are excellent tomes incorporating a host of new technology and working practices, and especially so given that all the input, drafting and development has been done by industry companies, associations and individuals, who participated without charge.

You could argue that the developers do not need BSI to produce this document, but the fact is that many people - possibly the majority - think that the BSI is an august government institution and having it published under its name adds weight and gravitas.

Yet to obtain a copy - even a digital copy - will cost you £240 for the aerial work platform standard and £228 for the mastclimber standard with the money going straight into the coffers of the BSI - a very profitable private company not connected to the government in any way, shape or form which appears to have a total monopoly. There is a 50 percent reduction in the price of the standards if the purchaser is a BSI member - but that also involves paying a fee of several hundred pounds for even the smallest company.

The documents could play an important role in improving safety and yet smaller companies - which arguably have the most need for such guidelines - are unlikely to see it because they are less likely to part with the money to purchase it. Surely something that has the potential to reduce accidents and save lives should not be adding to the BSI's bottom line, given that the work was done by others. It ought to be available free of charge - at least in digital format - or at a nominal price to cover administration. At the very least, members of the associations that developed the content and the standard in the first place should have access to a free or moderately priced copy?

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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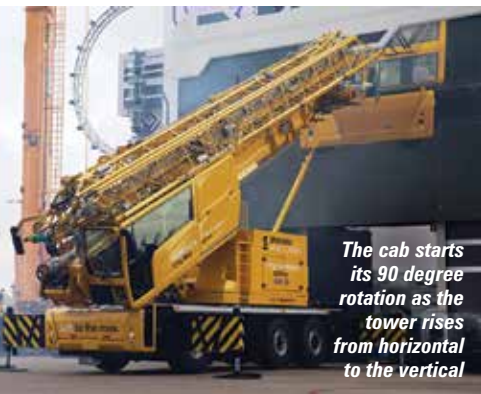
Spierings hybrid City Boy

Dutch self-erecting mobile tower crane manufacturer Spierings has unveiled the production version of its long-awaited hybrid three axle City Boy crane, with the launch coinciding with its 30 year anniversary celebration earlier this month.



The new crane has a maximum capacity of seven tonnes at 11.96 metres, with 1,700kg at its 40 metre jib tip

The crane - the SK487-AT3 City Boy - has been totally redesigned from the first City Boy concept exhibited at Bauma seven years ago and seen at its 25th anniversary. Spierings claims that the crane has been designed in response to the number of cities looking to ban diesel vehicles, as well as in response to efforts to reduce emissions on a global level. The new crane has a maximum capacity of seven tonnes at 11.96 metres, with 1,700kg at its 40 metre jib tip. Four tower heights are available - 21, 24, 27 and 30 metres - while the jib luffs to 15, 30 and 45 degrees above horizontal with maximum lift height of 55.45 metres.



The cab starts its 90 degree rotation as the tower rises from horizontal to the vertical

Gross Vehicle Weight is 36 tonnes with an overall width of 2.5 metres, and an overall length of 13.1 metres. The chassis includes a new patented outrigger design which allows a greater spread with widths of 4.5, 5.7 and 7.25 metres. The single cab functions as both chassis and crane cab. The 970mm wide cab is 1.67 metres high and 3.13 metres long, with an electronically

controlled sliding door and passenger seat behind the driver's seat. The cab is connected to the tower and rotates through 90 degrees as it is raised using the remote controls. Once the tower is vertical, the operator enters the cab and can raise it to the required height for the best view, it then clamps to the tower electronically. The main slew ring is offset to the right of the chassis, to make room for the tower and cab arrangement. This means that the load chart is stronger on one side than the other, with the maximum jib tip capacity of 1,700kg available through 210 degrees to the rear and left side of the crane, but 1,350kg over the front and front right outrigger.

The crane can be operated in electric, hybrid or diesel modes, with all wheels steered and axles one and three driven by electric motors with a standard 42.5kWh lithium ion battery pack - a larger 85kWh battery pack is available. An on-board 400V/25 amp charger has a 50 metre cable with spring loaded cable reel. The Stage IV John Deere diesel is connected via a one-way clutch to a generator with hydraulic pumps for all crane movements.

M. Verschoor Sassenheim of the Netherlands has purchased the first machine, while UK crane companies City Lifting, NMT and John Sutch Cranes have also placed orders. Deliveries are scheduled from May 2018.



The crane fully erect with the cab at the bottom of the tower

Speedy spends £22 million on access acquisitions

UK rental company Speedy has acquired South West-based rental company Prolift Access in a deal worth £11.4 million - £5.9 million in cash plus net debt of £5.5 million - and at the same time paid £7.1 million in cash for Milton Keynes-based Platform Sales & Hire and assumed £3.6 million of net debt, valuing the business at £10.7 million.

Prolift is based in Taunton, Somerset with depots in Bristol, Roche in Cornwall and Ringwood in Hampshire with 72 employees and a fleet of 770 platforms. It has revenues of £8 million with pre-tax profits of around £1 million. Platform Sales & Hire had revenues of \$9.3 million with pre-tax profits of just under £1 million. It also has a depot in Birmingham with a fleet of 850 platforms and 64 employees.



Ownership change

Leo Spierings, owner of Dutch self-erecting mobile tower crane manufacturer Spierings has announced that he has transferred his shares to nephew Koos Spierings, giving him 100 percent ownership "to ensure that the family stays in the company and it is in good hands". Leo Spierings remains chief executive and retains a major influence on the development of the company.

Vertikal Days moves to Donington

Vertikal Days will move to Donington Park, near East Midlands Airport, Leicestershire for 2018.

The dates are May 16th and 17th as previously confirmed. The new venue is close to the M1 motorway, has plenty of hotel rooms and a large area of hard standing. More details can be found on www.vertikaldays.net



Three new innovations from ALE

UK-based heavy lift and transport company ALE has launched a 600t girder frame trailer, a 1,000t telescopic gantry lift system and an automatic Route Survey Tool. More details can be found in a full report on page 38.



Cleaner, quieter, more compact

Holland Lift has introduced a new version of its 83ft HL-275 D25 4WD/P/N heavy-duty Rough Terrain scissor lift. At 2.5 metres wide - compared to 2.65 metres of old machine - it can be transported without a special wide load permit.



Its new Hatz diesel engine is Stage IIIB (EU 97/68)/Tier 4 Final (EPA) - Stage V, meets the most stringent off-road emission requirements in both Europe and the USA as well as being significantly quieter and with lower fuel consumption. Stage V phase-in is due to begin at the end of December 2018. All other aspects of the HL-275 remain the same, including drive at full height, 1,000kg platform capacity and 9.25 metre extended platform. The same Hatz engine unit will also be used in the 106ft HL-340 D25 scissor lift due late 2018.



The Holland Lift HL-275 D25

More booms and features from Genie

Genie has launched four additions to its XC boom lift line including the 60ft S-60XC, 65ft S-65XC, 80ft S-80XC and 85ft S-85XC as well as the North American version of the 45ft Z-45/25XC articulated boom - the European version of which started to ship earlier this year. The new models include dual 300kg/454kg platform capacities with automatic working envelope control. The boom and jib lengths, outreach, working height and up & over reach etc of the XC models are the same as for non XC models, but all structural elements of the lift mechanism have been reinforced to suit the additional loadings imposed by the higher platform capacities.

The new S-60/S-65 XC and S-80/ S-85 XC booms also feature an improved working zone thanks to a new tilt sensing technology which progressively adjusts the working range, depending on the slope sensed and automatically cuts certain lift and drive functions to match that permitted on the slope.

Other features include a new CAN SLC 600 control system and the new Tech Pro Link handheld diagnostics tool which plugs into the machine's lower or upper controls allowing users to monitor a machine's sensors. Shipments of the new models will begin during the first and second quarter next year. See the full story on page 33.



The new Genie S-65XC with Z-45/25XC in the background

New seven metre Bobcat

Bobcat has launched a new more compact three tonne/seven metre telehandler, the TL30.70. While making the new model more compact, the company claims that lift performance has not been compromised with maximum forward reach a respectable four metres, at which it can handle a tonne, while taking two tonnes to the maximum lift height of 5.67 metres. The U shaped high-tensile steel boom features an integrated boom head and large new generation wear pads. Overall width is 2.1 metres, overall length just over 4.5 metres with a total weight of 5,320kg.



The Bobcat TL30.70 can telescope 1,000kg to more than four metres

Demag City heads new crane launches

Terex Cranes unveiled its new Demag AC45 City as well as announcing other new models including the AC300-6, AC100-4(L) and AC55-3. Although based on the AC40 City the new AC45 has been substantially upgraded and redesigned and features a 31.2 metre main boom which can telescope with up to 19.7 tonnes. A 7.1 to 13 metre offsettable extension takes the maximum on-board tip height to more than 45 metres. Other features include the Demag IC-1 Plus control system and a 260kW MTU Euromot 4 diesel matched to a six speed transmission. The new model will be available from July next year.

Terex also announced a new 300 tonne AC300-6 - replacing the 250 tonne AC250-6 - which can lift 15 tonnes on its fully extended 80 metre main boom - six tonnes more than the AC250. Maximum system length is 118 metres and delivery is scheduled for the end of March 2018. Also new is the three axle AC55-3 - a compact crane which can travel with its six tonne counterweight in 12 tonnes per axle load - and the upgraded AC100-4 and long boom 4L with improved lift capacities especially between 20 and 25 metres which are improved by 22 percent. Cranes for the future include a new 80 tonne four axle AC80-4 and the PC3800-1. See the full launch story on Page 49.



The new AC45 City



The AC300-6

Hyva adds three

Dutch loader crane manufacturer Hyva has launched three new cranes extending its range up to 165 tonne/metres. The new cranes include the 95 tonne/metre HC951, 115 tonne/metre HC1151 and 165 tonne/metre HC1651.

All feature auto set-up beam and jack stabilisers with rotating front jacks for more compact stowage and 360 degree continuous slew. They are also equipped with the company's Extra Extension Speed (EES) and Smart Extension Sequence, which it says facilitates faster operating speed, shorter load/unload cycle times and more precise operation.



Link-belt announces RTC-80160 Series II

Link-Belt has introduced an upgrade to its three-axle, 135 tonne RTC-80150 Rough Terrain crane creating the 145 tonne RTC-80160 Series II. The new model is simply a nominal capacity upgrade with the 'new crane' rated at 2.1 metres over the front on intermediate width outriggers.

As with previous three-axle Link-Belt Rough Terrain cranes, the RTC 80160 features six-wheel hydrostatic drive with a top speed of just under 16 mph. The specifications remain essentially unchanged, including the six section 59.5 metre main boom and 95 metre maximum tip height. Maximum counterweight is 26.5 tonnes and the unit has a Gross Vehicle Weight of 76 to 80 tonnes depending on specification. The crane's design follows the company's original three axle Rough Terrain crane, the RTC-80100 Series II, unveiled in 2002. The three-axle series now includes the 100 tonne RTC-80110 Series II, 118 tonne RTC-80130 Series II and the RTC-80160 Series II. See the Rough Terrain crane feature starting on page 17 for more details



Link Belt RTC-80160

Kiloutou to get new shareholders...

Private investment funds HLDI and HLD have entered into exclusive negotiations to acquire a majority stake in French general rental company Kiloutou.



The two funds are said to have offered €1.5 billion for the shares currently held by private equity firms PAI Partners which owns 51 percent and Sagard. The management team led by Xavier du Boÿs and Olivier Colleau are supporting the buyout, along with founder Franky Mulliez, which hold 30 percent of the equity between them. The new investors have also earmarked another €500 million to fund further expansion.

...And acquires GAM Polska

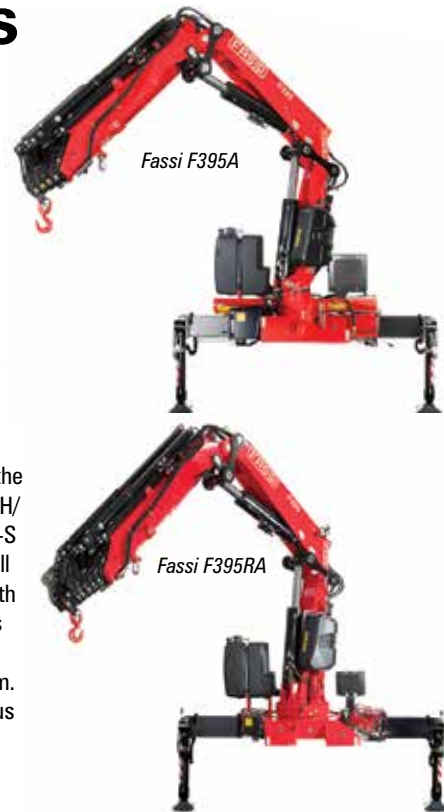
Kiloutou has doubled in size over the past six years, and now boasts revenues of around €600 million making it the second largest rental company in France and one of the five largest in Europe. In July it acquired Italy's Cofiloc and Euronol, and this month it took over Gam Polska, the Polish operation of Spanish rental company GAM. Kiloutou says the move will expand and consolidate its position in the Polish market, while "strengthening its offering in the strategic aerial lift rental sector" adding four locations, 400 aerial lifts and telehandlers and 40 employees.



Fassi adds medium-duty cranes

Fassi has launched the new F395A/RA xe-dynamic medium-duty crane range. The new models fit between Fassi's mid-range and heavy-duty crane lines, offering a maximum load moment of 36.5 tonne/metres, and a maximum horizontal reach of 26.7 metres with jib.

The F395A has 400 degrees of rack and pinion slew, while the F395RA features 360 degree continuous slew. Standard features include the company's FX500 control system, the D850 hydraulic distributor bank, RCH/RCS radio remote controls and FSC-S or H stability controls. The crane will be available in different versions with up to eight hydraulic boom sections in standard configuration and two versions with a short secondary arm. To further increase the reach, various jib configurations are available.



Fassi F395A

Fassi F395RA

JLG's new TeleMaster tyre

JLG has partnered with German manufacturer Continental Tyres to develop the new TeleMaster tyre for telehandlers to be made available as an option on certain JLG and SkyTrak telehandlers.

Designed to meet the specific demands of telehandler applications it has been made from highly specialised rubber compounds to improve the performance and ride of the machine while including reinforced sidewalls to protect against punctures and cuts. The tyre's non-directional tread pattern reduces the number of assembly combinations and features a rib tread pattern that ensures high traction in both directions.



The JLG TeleMaster tyre.

New BSi Code of Practice for work platforms

The British Standards Institution has released the revised code of practice standard for the Safe Use of Mobile Elevating Work Platforms BS8460:2017 and BS7981:2017 Mast Climbing Work Platforms.



BS 8460:2017 builds on the 2005 standard - which has been withdrawn - and now includes information on secondary guarding, self-familiarisation, material handling devices and rescue plans.

See <http://www.vertikal.net/en/news/story/29244/>

Private equity bid for Tat Hong

Standard Chartered Private Equity (Singapore) has expressed interest in making a substantial investment in Singapore-based crane company Tat Hong.



While the private equity firm has not stated how many shares it is interested in, it is thought to be in the region of 30 percent. Tat Hong released a statement saying: "The company has received a non-binding letter from Standard Chartered Private Equity confirming its proposal to acquire shares of the company at an offer price of 50 cents a share."

AHS launches variable scissor cage

UK sales and rental company Aerial and Handling Services (AHS) has unveiled a variable guardrail option for Airo push around scissor lifts.

The design allows the platform guardrails to be reduced from the standard 1,050mm x 570mm to a 520mm x 520mm square

'micro cage', allowing the platform to reach into restricted overhead spaces, and pass through suspended ceiling tiles etc without the need to change platform. Available now from AHS, the option will shortly be available from the Airo factory in Italy, initially on push around scissor lifts and possibly larger scissor lifts in the future.



The platform in normal open mode



Reduced to a 520mm square

5,000 Terex insulated aerial lifts for China

The Terex Utilities distributor for China - Xuzhou Handler Special Vehicles - has signed an agreement to purchase 5,000 insulated aerial devices for delivery over the next five years, in a deal worth around \$250 million.

The platforms are part of a programme to improve work at height and adopt live line work practices in the Chinese public utility sector. The deal was signed during a recent US trade delegation to China attended by 29 companies, including Terex, which was represented by its chief executive John Garrison.

Front Row: John Garrison of Terex (L) and Yin Yaping of Xuzhou. Back Row: (L-R) Wilbur Ross - US Commerce Dept, Wang Yang, vice premier of China and Zhong Shan, of minister of commerce.



Vp acquires Brandon Hire

UK-based rental group Vp has acquired Brandon Hire from Rutland Partners in an all-share deal that values Brandon at £68.8 million, made up of £41.6 million in cash, plus debt of £27.2 million.

Established in 1971, Bristol-based Brandon employs more than 900 at 143 locations across the UK. Rutland acquired the business from Wolsley for £32 million in 2010. The company operates a full range of tools and equipment with a similar range to Vp's Hire Station division with which it will be merged.



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The new 90 tonne Grove GMK4090.

New 90 tonne Grove GMK4090

Manitowoc has announced a new four axle Grove All Terrain crane - the 90 tonne GMK4090 - an upgrade of the current GMK4080-1/ GMK4100B which has been in production since 2006. The GMK4090 - which will be available globally - features a 51 metre, six section Megaform boom with the Grove Twin-Lock boom pinning system. A nine to 15 metre bi-fold swingaway can be further extended with a six metre insert between boom nose and extension taking the maximum tip height to 75 metres.

The new crane has an overall width of 2.55 metres and can travel with up to 9.1 tonnes of counterweight on board within 12 tonne axle loads, or up to 18.3 tonnes where heavier loadings are permitted, such as in the UK. Grove's MAXbase variable outrigger set-up system is available as an option, while the Crane Control System (CCS) is standard. A lower counterweight 80 tonne version - the GMK4080-2 - will also be available outside of North America.

Enhanced Hi-Ranger from Terex Utilities

Terex Utilities has launched enhanced 'Optima' versions of its Hi-Ranger aerial lifts, including the Optima TC, TCX, HR and HRX aerial lifts. The TC and TCX models include the 16.8 metre TC50/TCX50, the 18.3 metre TC55/TCX55, and the 19.8 metre TCX60. The HR and HRX models include the 15.5 metre HR46, 16.8 metre HR50/HRX50, the 18.3 metre HR55/HRX55, and 19.8 metre HRX60. Standard platform capacity is 318kg across the board, with an optional 363kg available on the TCX and HRX models.

The new machines employ high strengths steels to reduce weight, and offer improved boom speeds and responsiveness, achieved by redesigning the hydraulic circuits and optimising hydraulic cylinder sizes. They all benefit from larger working envelopes, with the Optima TC and HR models offering almost a metre more outreach, while an indicator light warns the operator when the boom moves into the extended reach area. An optional Load Alert system is also available which monitors the jib and platform capacities.



Terex Utilities launches the Hi-Ranger Optima

Coroner calls for lower speed limits for articulated cranes

A report into a fatal traffic incident in Australia involving a Terex/Franna AT-20 crane is highly critical of vehicle regulators and has called for changes in the law.

The incident in Toowoomba, Queensland in September 2013, involved a car driven by Christine Leonardi, 37, which was travelling in the opposite direction to the Franca AT-20 as she took her three children to school. The crane fishtailed out of control and swerved across the traffic hitting the car killing Leonardi and her six year old son Samuel. The two other children survived with minor injuries.

The crane - owned by Loughlin Crane Hire - had only been delivered two weeks earlier and was declared to have been in perfect working order at the time. According to the coroner, crane driver Rodger Hannemann was travelling downhill at 80 to 95kph when the crane began to 'wobble' or 'fishtail'. Hannemann tried to regain control but the crane became increasingly unstable, swerving from side to side, before turning directly into traffic on the other side of the road, cutting through the Leonardi car before coming to rest 60 metres from the point of impact. The coroner John Hutton has strongly recommended a new driving licence for articulated cranes, a 60kph maximum speed limit or 80kph if an automatic stability control system can be developed, and greater training of operators. He also added that the National Heavy Vehicle Regulator missed the point when it argued cranes were less dangerous because they hadn't caused as many deaths as other vehicles. The full report can be viewed on line at www.courts.qld.gov.au/_data/assets/pdf_file/0006/539556/cif-leonardicnandsj-20171011.pdf

The Australian crane association CICA said: "CICA welcomes the opportunity to work with the National Heavy Vehicle Regulator, National Transport Commission, and State Road Safety regulators to improve road safety wherever possible."



The wreckage of the Leonardi car

Special crew cab 'Flying Carpet'

UK sales and rental company Platform Sales & Hire has delivered a special version of its truck mounted 'Flying Carpet' scissor lift.

The 10 metre working height VM26S, has a 250kg platform capacity and is mounted on a four tonne Iveco chassis with a crew cab for up to seven maintenance engineers. The lift - designed and built at the company's Milton Keynes facility - has been purchased by Virgin Atlantic for its operations at Manchester Airport.



The Flying Carpet VM26S for Virgin Atlantic, Manchester Airport

Three new Tadano truck cranes

Tadano has unveiled a range of three new truck cranes, the 75 tonne GT-750EL, 60 tonne GT-600EL and 30 tonne GT-300EL. All use lightweight, round profile high-tensile steel main booms with lengths of 47, 43 and 34 metres

respectively. Extra reach is provided by a two stage nine to 14.3 metre swingaway extension, or 8.5 to 14 metre jib, extending the maximum tip heights to 64, 60 and 50 metres respectively. The two larger cranes are available now, with the GT-300EL due to be introduced next spring.

The new cranes will be available in both left and right-hand drive with right hand drive models available from spring 2018. All three models feature new carriers with a maximum road speed of 85kph, together with Tadano's Eco-Mode fuel monitoring system to reduce fuel consumption. Tadano's Hello-Net telematics system has also been installed for the first time on a truck crane, giving information on crane activity, work history machine position and maintenance.

The company said that the cranes were developed in response to "strong demand in the emerging markets for high quality truck cranes with good lifting performance, the ability to cope with rough roads and high speed highways, which are reliable and durable with easy routine maintenance. Customers also like cranes made in Japan, as they provide good value throughout the life cycle with good residual values".



The 75 tonne capacity GT-750EL.

The Tadano GT-600EL

The Tadano GT-300EL



New Raimondi flat top

Raimondi Cranes has launched an all-new 12 tonne capacity flat top tower crane, the MRT234. Developed in just 14 months the MRT234 has been designed and tested for use with three

Raimondi towers - the 1.7 metre square City tower, the 2.1 metre climbing tower or the 2.3 metre GR6L tower - for a 75 metre maximum free standing height. Jib lengths are available from 28 to 70 metres with a jib tip capacity at 70 metres of 2,250kg. The first pre-production unit has been shipped to InterKran in Switzerland, while the second unit will go to Strictly Cranes in Sydney, Australia.



The Raimondi MRT234 flat top offers jib lengths to 70 metres with 2,250kg jib tip capacity



The rental division of Brazil's **Mills** has reported a 25% fall in nine month revenues to R131.3 million (\$40 million) while pre-tax losses more than doubled to R35.25 million (\$8.2 million). Third quarter revenues were 11% higher at R48.2 million (\$14.7 million), thanks to the sale of 118 used platforms for R8.9 million (\$2.7 million). Pre-tax losses were reduced from R10.4 million (\$3.3 million) to R8.8 million (\$2.7 million).

Nine month revenues at **Ramirent** were 8% higher at €523.4 million, while pre-tax profits more than quadrupled to €57.5 million. In the third quarter revenues were 9.1% higher at €184.7 million, while pre-tax profits almost tripled to €30.4 million



Nine month revenues at **Wacker Neuson** were 13% higher at €1.14 billion, a new record, while pre-tax profits were 49% higher at €97.1 million. In the third quarter, revenues improved 20% to €378.7 million with pre-tax profits almost 2.5 times higher at €43.2 million.



Terex Cranes has reported a 9% fall in nine month revenues to \$869.6 million, while last year's operating loss of \$41.5 million was reduced to \$19.6 million. Third quarter sales increased 7% to \$301.9 million, while last year's operating loss of \$12.1 million was cut to \$1.3 million this year.



Nine month sales at **Skyjack** jumped 26% to c\$908.3 million, thanks to higher sales of large platforms and telehandlers. Operating profit increased 11% to \$133.6 million. In the third quarter, sales were 14.1% higher at \$260 million, while operating profits slipped almost 15% to \$33.8 million.



JLG achieved full year revenues marginally higher than last year at €3.05 billion. Operating profit for the period was 1.5% lower at \$259.1 million due to restructuring charges. Fourth quarter sales were 7.5% higher at \$833.8 million, with operating profits up 38% to \$62.4 million, while the backlog ended at \$452.2 million compared to \$179.3 million last year.



Genie posted nine month revenues up 1.5% to \$1.62 billion while pre-tax profits dropped 12% to \$140 million. The third quarter was more positive with revenues jumping 15% to \$556.7 million and operating profits rising 18.5% to \$57.5 million.



H&E Equipment Services achieved flat nine month revenues of \$735.4 million with pre-tax profits falling 20% due to the early retirement of \$25.4 million of long-term debt. In the third quarter, revenues were 5.9% higher at €259.2 while pre-tax profits fell by two thirds to \$7.6 million due to the debt redemption charge, partly offset by a \$6.5 million gain from the Neff acquisition break fee.



Palfinger achieved record 'year to date' revenues of €1.09 billion, up 9.7%, with pre-tax profits up 3.5% to €79.6 million. In the third quarter revenues increased 3% to €339.4 million while pre-tax profits improved 17% to €25 million.



Kobelco Cranes no longer reports its results, having been merged into the Construction division, but the half year report stated that demand for cranes in Japan is beginning to fall, while export demand, particularly from North America and East Asia, has slowed resulting in fewer units sold during the period.



Nine month revenues at **Hiab** increased three percent to €804 million, while operating profits improved 10% to €117.2 million. In the third quarter, sales were up 1% to €252 million with orders 18% higher at €260 million. Operating profits increased 2% to €33.6 million.



Year to date sales at **Kalmar** fell 6% to €1.2 billion but operating profit increased 6% to €88.5 million. Third quarter revenues were down 14% to €377 million, while operating profit increased 7% to €29.3 million.

Half year revenues at **Tadano** were 9% lower at ¥82.9 billion (\$725.9 million) due to a 20% drop in mobile crane sales. Pre-tax profits fell 15.5% to ¥8.4 billion (\$73.3 million). Sales of aerial lifts and loader cranes increased sharply.



Cramo reported nine month revenues of €532.8 up 2.7%, pre-tax profits for the period were 15% higher at €76.5 million. Capital expenditure was flat at €159.3 million. Third quarter revenues were 3.8% higher at €191.9 million and pre-tax profits up 6% to €36.8 million.



Alimak's nine month revenues more than doubled to SK2.95 billion (\$359 million), thanks to last year's major acquisitions. Pre-tax profits were 40% higher at SK290.3 million (\$35.3 million). Third quarter revenues increased 108% to SK979.8 million (\$119 million), with a 32% lift in pre-tax profits to SK94.2 million (\$11.5 million).



United Rentals saw nine month revenues rise 11.5% to \$4.72 billion, with higher utilisation and rental rates. Capital expenditure was \$1.01 billion and pre-tax profits increased 7% to \$712 million. Third quarter revenues grew 17 percent to \$1.76 billion with a pre-tax profit of \$322 million- up 6%.



Manitou has reported a 15% hike in nine month revenues to €1.16 billion. Third quarter revenues were 10% higher at €354 million while the order book more than doubled to €526 million.



Nine month revenues at **Haulotte** increased 8% to €313 million, while third quarter sales increased 2% to €106.1 million.



Vp saw first half revenues rise 12 percent to £135.99 million, while pre-tax profits were 15% higher at £20.3 million.



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Super compact RT forklift from Manitou

Manitou has launched the new MC18 Rough Terrain fork truck with a maximum capacity of 1,800kg and a lift height of 5.5 metres. The unit has length of just 2.95 metres, a width of 1.45 metres and a height of just under two metres. The MC18 has a ground clearance of 300mm and can switch from two to four wheel drive while on the move. In two wheel drive it can reach speeds of up to 15 miles an hour.

Patrick Laridan of Manitou said: "We have designed an ultra-compact forklift that is perfectly suited to smaller applications that also involve working on difficult terrain. With a total cost of ownership among the lowest on the market, we can say that with the MC18 we have reinvented the Rough Terrain forklift."



Manitex on notice

Manitex - owner of Valla PM, Oil & Steel, Badger and Little Giant cranes - has received a Letter Notice from the Nasdaq Stock Market, stating that because the company has not yet filed its results for the quarter to the end of September, it is no longer in compliance with Nasdaq Listing Rules.

The Notice has no immediate effect on the listing or trading of the company's shares and Manitex has stated that it shortly plans to file restated annual and quarterly financial statements for 2016 and 2017, which has caused the delay in publication of its third quarter results.



All electric Klubb

French vehicle mounted lift manufacturer Klubb is to launch a new 10 metre all-electric van mounted lift - the K20.

Mounted on a cutaway Nissan eNV200 van the platform features a three section telescopic boom and fixed jib giving five metres of outreach without stabilisers.

The one-man composite platform has a maximum capacity of 120kg. The Nissan eNV200 van has a range of just over 100 miles between charges, but is due to get a new 40kWh battery pack which will boost this to 175 miles.



The all-electric Klubb K20 Zero emissions



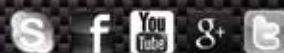
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- **Hans Aarse** is to retire from IPAF.
- UK's **Davies Crane Hire** has taken two **Grove All Terrains**.
- Spain's **Noatum Container Terminal Bilbao** has ordered two **Kalmar RMG** cranes.
- UAE-based **Safelift** has taken several **Skyjack** booms and scissors.
- Germany's **BKL Baukran Logistik** is opening a location in Rosenheim.
- Germany's **Steil Kranarbeiten** has taken three **Tadano All Terrains**.
- The **HAE** has appointed **Rupert Douglas-Jones** as general manager.
- **Fallsway Equipment** has been appointed PM dealer for Ohio, Pennsylvania and West Virginia.
- UK's **Birmingham Crane Hire** has taken a **Liebherr LTM 1040-2.1 All Terrain**.
- Germany's **Auto-Klug** has taken a **Grove GMK4100L-1** with K-100 synthetic rope.
- **Tadano** has appointed **Bigge Crane & Rigging** as dealer for Arizona, New Mexico, Utah and Colorado.
- **Hebo Maritiemservice** has added a 900t sheerleg. **Jekko** has appointed **Hüllert Maskin** as distributor for Sweden.
- **Skyjack** has appointed **Nathan Defibaugh** and **Octavio Perez** as territory sales managers and **Trevor Collins**, **Randy Sweet** and **Travis White** as field service reps.
- **Stena Line Ports** has taken a 45t **Grove RT550E**.
- UK-based **Portacover** has taken a **Maeda LC785** mini crawler crane.
- Qatar's **United Equipment** has ordered 32 **Geda SBL 2000** hoists.
- UK's **Hawks Hire** has ordered two **Kobelco** crawler cranes.
- Scotland's **Horizon Reinforcing and Crane Hire** has taken a 130t **Tadano ATF 130G-5**.
- **Skyjack Australia** has moved into new facilities.
- Australia's **Borger Cranes** has taken three **Grove ATs**.
- Germany's **Steil Kranarbeiten** has taken a 500t **Liebherr LTM 1500-8.1**.
- **GMG** has appointed **Perfect Lift Sales** as dealer for Norway.
- **Alimak** has appointed **Jan Svensson** as a director.
- Germany's **Detlef Urban** has taken a **Demag AC 100-4L All Terrain**.
- UK-based **Owen Fabrications** has taken a **Maeda MC285CRM-E-2** spider crane.
- **American Crane & Rigging** has taken a 20t **Wolffkran W8033.20** tower crane.
- **The National Construction Training Centre** in Ireland has taken a **Saez TL50** tower crane.
- Germany's **BBL Baumaschinen** has taken a 250t **Grove GMK5250L All Terrain**.
- **Potain** has delivered **Hup 32-27** self-erecting tower cranes to **Christiani & Nielsen** in Thailand and **HAB Construction** in Malaysia.
- **Malcolm Lawton** of **Scott Greenham** and **PTP** has died.
- **John Miller** has celebrated 30 years with **Grove/Manitowoc**.
- Singapore's **Winning Logistics** has ordered two **Konecranes Gottwald Model 8** floating cranes.
- **Link-Belt VP** of engineering **Don Moore** is to retire - **Richard Shultz** replaces him.
- UK's **Media Access Solutions** has taken nine **Skyjack** scissor lifts and three **Genie GS-4069** scissor lifts.
- France's **Kiloutou** has acquired **GAM Polska**.



Hans Aarse



Rupert Douglas-Jones



Nathan Defibaugh



Octavio Perez



Jan Svensson



Don Moore



Richard Shultz

- **TCA Lift** has appointed **Craig Rooke** as business development director.
- Germany's **Baumpflege Bollmann** has taken seven **Ruthmann** lifts.
- **Lift Lincs** has joined the UK's **Access Alliance**.
- **Kalmar** has appointed **Guenter Schmidmeir** as senior vice president, global terminal operators.
- Northern Ireland's **Kellys Point Hire** has taken its first **Skyjack** scissors.
- Spain's **EBHI** has taken a **Konecranes/Gottwald G HSK 8420 B**.
- **Sarens Australia** has taken a 450t **Liebherr LTM 1450-8.1 All Terrain**.
- UK-based **Star Platforms** has opened a depot in Aldermaston, Berkshire.
- **Versalift UK** has promoted **Andy Bray** to general manager.
- **Benson Crane Service** of the US has taken a 130t **Terex Explorer 5500**.
- US utility equipment company **Nesco** has acquired **Bethea Tool and Equipment**.
- Switzerland's **Hubschmid** has taken an **Almac Bibi 1090-BL EVO**.
- US-based **Skywalker DDI** is purchasing **GMG** aerial lifts.
- **Almac** has appointed **Nijland Service** as distributor for the Netherlands.
- UK's **Cadman Cranes** has taken two **Liebherr All Terrains**.
- **Rainbow Ace** of Hong Kong and **Tuyet Nga Company** of Vietnam have been appointed full line **Grove** dealers.
- **Hoeflon Compactkranen** has opened new headquarters in Barneveld.
- Turkey's **Ayhanlar Platform** has taken 50 **Snorkel** lifts.
- **Riwal** has appointed **Mick Ledden** as country manager for the UK.
- **Comet** has delivered four **Eurofilo** platforms to the City of Palermo.
- **Mantis Cranes** has taken two **Potain Hup 40-30** self-erecting tower cranes.
- **Bigge Crane and Rigging** has taken two 120t **Tadano GR-1200XL RTs**.
- **Trinity House** in the UK has taken a 60t **Grove RT765E-2**.
- Poland's **BVT** is running down its access manufacturing operation.
- Florida's **Sims Crane** has appointed **Art Gilfus** as regional area manager.
- **Alimak** will provide access solutions for the Sydney Harbour Bridge.
- **MDC Equipment Solutions** of the Philippines has taken four **Grove RT530E-2**.
- Poland's **LOT Aviation Maintenance Services** has purchased 15 **Skyjack** scissor lifts.
- **Paul and Steve Clark** have re-entered the UK heavy crane business.
- Germany's **Ley-Krane** has taken a 450t **Liebherr LTM 1450-8.1 All Terrain**.
- Chile's **Terminal Pacifico Sur Valparaiso** has taken a **Liebherr LHM 800** mobile harbour crane.
- **Skyjack** has appointed **Chantal Theoret** as global marketing communications manager.
- **Klubb** has appointed **Manger** as distributor for Uruguay.
- Kuwait's **Jassim Transport & Stevedoring** has taken a 700t **Demag AC 700-9**.
- Germany's **Induma-Rent** has taken a 20m **Magni TH 6.20** telehandler.



Craig Rooke



Andy Bray



Mick Ledden



Art Gilfus



Chantal Theoret

- **Palfinger** chief executive **Herbert Ortner** will leave the company at year end.
- Germany's **KFR-Mietlifte** has taken a 16m **Palfinger P 160 A**.
- Israel's **Amir Engineering & Trade** has taken two **Palazzani** spider lifts.
- Germany's **Paul Becker** has ordered 10 **Palfinger P 370 KS**.
- **Mammoet** has appointed **Paul van Gelder** as chief executive and **Kees Voormolen** as chief financial officer, CEO **Jan Klein** replaces **Victor Aquina** as COO while CFO **Onno den Boer** moves to **SHV Holdings**.
- **Multitel Pagliero** has appointed **Lissner** as distributor in Denmark.
- Bolivia's **Alanoca** has taken a 300t **Grove GMK6300L**.
- UK's **Steve Foster Cranes** has taken a 13t **Kato CR-130Ri** city crane.
- Dutch company **Xtra Materieel** has taken a **JLG H340AJ** hybrid boom lift.
- UK's **Roger Miles Plant Sales** has taken two **Tadano All Terrains**.
- Australia's **Piety THP** has taken three flat-top **Raimondi** tower cranes.
- The UK's **CPA** has appointed **Brian Jones** as president.
- **Dermot O'Leary** co-founder of Irish company **Crane Hire Limited**, has died.
- **Link-Belt Cranes** has appointed **EGYMEC Engineering Company** as distributor for Egypt.
- **HWS Verhuur** has taken its first **GMG 4046-ED** scissors.
- South Africa's **SkyJacks** has ordered **Easy-Lift** spider lifts.
- **ACK Marine & General Contracting** has taken a 120t **Tadano Mantis GTC1200**.
- Ireland's **Kavanagh Crane Hire** has taken three new **Liebherr All Terrains**.
- Ireland's **Dromad Hire** has taken an 85ft **Skyjack SJ85AJ** boom.
- Spain's **Transportes y Grúas Aguado** has taken a 1,000t **Liebherr LR 11000**.
- **Co.me.t** has added **Simone Gislimberti** to its sales team.
- **Hiab** has sold 30 **X-HiPro** cranes to UK-based **MV Commercial and Lawrence Vehicles**.
- **Skyjack** has partnered with **Trackunit** to provide telematics solutions.
- Holland's **Stravers Torenkranen** has ordered 22 **Terex** tower cranes.
- **Tadano** has added Nevada and Idaho to **Coastline Equipment's** territory.
- UK's **King Lifting** has taken a 130t **Liebherr LTM 1130-5.1 All Terrain**.
- **John Cliff** of **Tadano Mantis** has passed away.
- **Equistone Partners Europe** has acquired **BFT Mastclimbing**.
- UK's **MBS Access** has taken two 13m **CTE Traccess T135** spider lifts.
- **Lifting Gear UK** has acquired **Shaw Lifting**.
- US-based **Scott-Macon Equipment** has taken a 110t **Tadano GR-1200XL**.
- Germany's **Scholpp** has acquired **IndustrieMontagen Thüringen**.
- **IPAF** has appointed **Andrew Delahunt** as head of global Technical & Safety.



Herbert Ortner



Paul Van Gelder



Kees Voormolen



Brian Jones



Simone Gislimberti



John Cliff



Andrew Delahunt

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Renewed interest in Rough Terrain cranes

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rough terrain cranes



Liebherr LRT1090-2.1

North America has always been the major market for Rough Terrain cranes taking an estimated 60 percent of the total units sold outside of Japan. It was therefore fitting that many of this year's new models were launched at Conexpo this spring. The show saw the unveiling of the first Liebherr RTs for more than 30 years as well as the new Grove GRT655 and GRT880, Link-Belt's 75RT, the Terex RT 100US, the Tadano GR-1200XL and Sany's largest - the 118 tonne SRC8130C. More recently Tadano added the international version of the GR-1200XL, the GR-1100EX and Link-Belt increased the nominal capacity of its three axle 135 tonne RTC-80150 to the 145 tonne RTC-80160. We take a closer look at the new introductions as well as other developments.

Our review of the Rough Terrain crane market a year ago (C&A 18.7) featured an extended preview of Liebherr's return to the RT market after a 30 year absence. Two machines were unveiled, the 90 tonne LRT 1090-2.1 and the 100 tonne LRT 1100-2.1. Considering Liebherr had taken so long over the decision to re-enter the market, conducting extensive market research along the way, many were surprised that it began with

machines of this size, expecting it to enter with 60 to 80 tonne capacity models.

While North America remains the largest market, demand for Rough Terrains has been in decline for several years, with global sales outside of Japan, slumping to around 1,200 units. However the market in Japan, which includes compact road going machines, remains buoyant taking around 1,800 units.



The market for RTs appears to have bottomed out and there are signs that it is starting to pick-up



A Grove RT550E working on the roof of the Yuen Long MTR station in Hong Kong hoisting loads weighing up to 14 tonnes

The market in North America has been struggling for some time as the low oil price depressed activity in one of the major markets for RTs - the oil & gas industry. But the good news is that the market appears to have bottomed out and there are signs that it is starting to pick-up. Historically about three out of every five international RT sales are to North America, so the region's economic prosperity is critical.

According to Steve Filipov, president of Terex Cranes, the market is "fairly flat with a few little blips but nothing to get too excited about. Today the price of a barrel of oil is hovering around \$50 per barrel and there is not a lot of fleet expansion. This will change around \$65 per barrel but at the moment, RT crane sales are slow. The good news however is that the market has stabilised and more likely to go up than down." Oil prices have increased steadily since July with a significant gain

over the past month with prices now approaching the \$60 mark. During the slump many cranes have been moved from areas of high concentration - such as the tar sands regions of Canada - to other areas. The Middle East has also seen some improvement with around 100 units delivered in the first half of this year. While Europe - never a great market for RTS - took around 50 units. However with new companies entering the market and new models and innovations coming on stream, we should see the global market continue to improve.

Liebherr believes that the returning market will coincide with the availability of its cranes next year and that the major applications and demand will be for cranes around the 90-100 tonne capacity. This is substantially up from the market's hay day, when 20 to 30 tonners represented the main volume. Entering a market late has plenty



Liebherr believes that the returning market will coincide with the availability of its cranes next year

of disadvantages, but there are certain advantages, such as being able to benchmark and improve on existing products, while responding more easily to customer requests. However taking on the well-established players is always tricky. Liebherr is however the world's largest and most successful mobile crane manufacturer and has boosted its US distribution network and coverage over the past few years and now claims to cover 84 percent of the country. This has helped its share of the All Terrain market grow and it now claims to have 43 percent of the market. But this is a market that it entered at the very beginning and helped create, while it is starting from scratch in the US RT market. The established players such as Terex, Grove, Link-Belt have all improved their product offerings in recent years, as Tadano steadily took market share from them. They all have loyal long serving dealers/customers and full product lines and looking for a new supplier will not be top of their to do lists.

Tadano market leader

Given that the Japanese market is twice the size of the rest of the world put together it is perhaps unsurprising that the overall market leader is Tadano with more than 50 percent of the total sales. The company launched two new North American models at Conexpo at opposite ends of the capacity range - the 120 ton GR-1200XL, its

largest two axle RT and the 15 ton GR-150XL its smallest.

The GR-1200XL and the international 'EX' version - the 108 tonne GR-1100EX have been developed with the North American and Middle Eastern energy markets in mind, with a focus on manoeuvrability, compact dimensions, simplicity and lifting performance.

The GR-1200XL features a 56.1 metre rounded profile high tensile steel boom with a single telescopic cylinder. A 10.1 to 17.7 metre bi-fold swingaway extension with up to 45 degrees of offset takes the maximum tip height to 73.6 metres. Maximum working radius on main boom is 44 metres or 47 metres with the extension installed. The crane also incorporates Tadano's new 'Smart Chart System' that optimises the load chart depending on the actual outrigger set-up and superstructure slew position, for example offering greater reach or capacity when the boom is directly over the top of an outrigger jack, compared to over the side.

Other features include Tadano's fuel monitoring system - Eco-Mode and Positive control - which reduces fuel when working and on standby. Hello-Net telematics allows crane activity, work history, machine position and maintenance information to be monitored remotely via a computer or mobile device.

Among its recent launches was the 110 tonne Tadano GR-1200XL and the international version the GR-110EX.



The 15 ton GR-150XL is Tadano's smallest RT



The new Link-Belt 145 tonne RTC-80160 Series II Rough Terrain

Two new Link-Belt models

Link-Belt launched its new generation RT - the 70 tonne 75RT - at Conexpo and more recently announced the 145 tonne three axle RTC-80160 Series II Rough Terrain crane.

The 75RT has a five-section 43.3 metre full power boom topped by a 10.7 to 17.7 metre bi-fold swingaway extension with an option of a three part version to provide an additional three metre heavy duty extension. Maximum tip height is 63.6 metres while matching main and auxiliary winches provide an 8,400kg maximum line pull, with line speeds up to 147.8 metres a minute.

A new tilting cab is said to offer 20 percent more visibility and is

fitted with the company's Pulse 2.0 system with 10 inch display screen and Wi-Fi hub. The crane has a wide range of monitoring cameras to cover the right side of the superstructure, the main and auxiliary winch and reversing. Another new feature is Link-Belt's 'V-CALC' - Variable Confined Area Lifting Capacities - outrigger set-up system. Once the outriggers are set, the Pulse 2.0 system takes the information and calculates the working ranges and capacities. A full telematics suite is installed as standard.

The fully equipped 75RT weighs 45.4 tonnes and can be transported to site ready to work. Removing the counterweight takes this down to 40.8 tonnes. Power comes from a Cummins Tier 4F diesel, matched to a six speed transmission and hydraulic disc brakes.

Link-Belt's 75RT is the first of an all-new generation of Link-Belt Rough Terrain cranes.

The Link-Belt RTC-80160 Series II



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RTC-80160
winch cam

Link-Belt has also updated its 90 tonne 100RT to the 100 tonne 110RT however there are no significant changes to the specification with the crane featuring the same six section 50 metre main boom.

The new 145 tonne RTC-80160 Series II Rough Terrain crane is also a simple nominal capacity upgrade of the 135 tonne RTC-80150. The unit is rated at 2.1 metres over the front on intermediate width outriggers. As with previous three axle Link-Belt RTs, the RTC 80160 Series II features six wheel hydrostatic drive with a top speed of just under 16mph. The unit features a six section 59.5 metre main boom and 95 metre maximum tip height. Maximum counterweight is 26.5 tonnes and the unit has a Gross Vehicle Weight of 76 to 80 tonnes

depending on specification.

The crane's basic design follows the company's original three axle Rough Terrain, the RTC-80100 Series II, unveiled in 2002. The range now includes three models, the 100 tonne RTC-80110 Series II, 118 tonne RTC-80130 Series II, and the RTC-80160 Series II.

While the new Link-Belt is an upgrade of a 135 tonner it stacks up well against the Tadano. Its hydrostatic drive will not appeal to everyone, but it offers greater travel speed than the Tadano. Length would normally be a problem with a three axle design however the Link-Belt's chassis is half a metre shorter than the 135 tonne two axle Grove. Longest is the XCMG RT150 although also has the longest boom at 62 metres and handles its 150 tonne capacity at three metres.

Although the Link-Belt's maximum



The XCMG RT150 has the longest boom at 62 metres and handles its 150 tonne capacity at three metres.

How the RTC-80160 stacks up

Make Model	Link-Belt RTC-80160	Tadano GR-1600XL-2	Grove RT9150E	XCMG RT150
Max Capacity	145 tonnes @ 2.1m	145 tonnes @ 2.4m	135 tonnes @ 2.2m	150 tonnes @ 3m
Capacity @ 3m	115.3 tonnes	109 tonnes	94.5 tonnes	150 tonnes
Main boom	59.5 metres	61 metres	60 metres	62 metres
Max tip height	94.8 metres	82 metres	95.3 metres	82 metres
Dimensions metres	15.4 x 3.7 x 3.8 m	16.2 x 3.5 x 3.8m	15.5 x 3.8 x 4.2m	16.4 x 3.6 x 4.1m
Max travel speed	25.4kph	15kph	24kph	33kph
Axles	3	3	2	2
Drive/steer	6 x 6 x 6	6 x 4 x 6	4 x 4	4 x 4
Max counterweight	26.7 tonnes	29.3 tonnes	28.6 tonnes	N/A
Total weight	80,000kg	89,725kg	88,040kg	90,500kg

The 50 tonne GRT655 is the latest in its range of next generation RT cranes



Grove GRT880



capacity is at 2.1 metres, it performs well against the Tadano and Grove at three metres with 115.3 tonnes - but well short of the XCMG. The RTC-80160's boom, while slightly shorter, is close to the 60 metre mark. One area where the Link-Belt scores well is its overall weight - almost 14 tonnes lighter than the heaviest crane - the XCMG.

New Grove GRTs

Grove is another manufacturer to introduce new models showing its GRT655 and the 80 tonne GRT880 at Conexpo. The 50 tonne GRT655 is the latest in its range of next generation RT cranes and features a heavy duty four section 34.9 metre main boom. Introducing the new crane product manager Paul Cutchall said: "We have loaded the GRT655 with features that are usually

seen on larger cranes. The bottom wear pads of the greaseless boom comprise a continuous, flexible sheet of oil impregnated wear pad material and are arranged in a segmented, 'Kit-Kat' style, providing greater support than previous boom designs."

A long-boom version of the crane - the GRT655L - has a 43 metre five section boom of a similar design, which Grove says gives it an 8.32 metre reach advantage over its closest competitor, with a maximum radius of 36 metres. The company claims that both the GRT655 and GRT655L boast load charts 12 percent stronger than other cranes in this class. The cranes also feature polymer outrigger pads, said to be almost 50 percent lighter than traditional steel pads, making them easier to stow. The GRT655 weighs 36 tonnes and both feature a 20 degree tilting cab with updated heating system and wider, improved door design. The company's Crane Control System (CCS) is also standard.

The 80 tonne GRT880 shares most features with the GRT655 and Grove claims it has similar performance advantages with up to 16 percent greater capacity at full radius, 13 percent more in mid chart, and 27 percent more at closer radii. A new boom extension stowage system is said to cut erection and stowage time by half compared to previous generation Grove cranes.

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Zoomlion has been one of the most active Chinese manufacturers in the Rough Terrain market.

Terex RT100US

Terex added to its large RT range - which spans capacities of 27 to 118 tonnes - with the launch of the 90 tonne RT 100US. With a 47 metre five section, full hydraulic boom topped by a 17.1 metre bi-fold extension for a tip height of 67 metres.

the new crane features the Terex IC-1 control system with integrated diagnostics, and intuitive touchscreen operation. The joystick controls are integrated with the crane's system, allowing the operator to configure joystick functions to his own preferences. A new cab design with a 18 degrees of tilt and is easy to access via the flat deck. An Eco-Pro feature manages the engine performance automatically while delivering fuel savings. In transport mode the RT 100US is just under three metres wide, while the counterweight can be easily removed and transported separately to avoid the need for special permits in many areas. A central lubrication system is standard. The crane complies with both European and US standards and is available with either a Tier 4F or Tier 3 engine.

With a 47 metre five section, full hydraulic boom topped by a 17.1 metre bi-fold extension the Terex RT100US has a tip height of 67 metres.

Socage takes Manotti

Manotti - one of the few European manufacturers of Rough Terrain cranes - has been in and out of financial trouble for many years, but the Italian company has been purchased as a going concern by aerial lift manufacturer Socage. Manotti was founded 40 years ago and has also operated under the PC Produzioni name. Products included truck mounted lifts, a 35 tonne truck crane, and since 2009 a range of four Rough Terrain cranes, with capacities of 35, 45, 60 and 85 tonnes.

Two basic versions are available, with either mechanical or hydrostatic drive with the engine mounted either in the chassis or in the case of the hydrostatic drive in the superstructure. Not much appears to have happened since the acquisition. The latest model is the hydrostatic drive ARM 450 with a 45 tonne capacity at three metres. Main boom is 32 metres, maximum travel speed 30kph, with power supplied by a Cat or Iveco diesels.

Chinese entrants

While the market for Rough Terrains in China is negligible, several Chinese crane manufacturers have had some success in the market, mostly in the developing world. They include Sany, XCMG and Zoomlion. Sany and Zoomlion have developed a modest presence in



A Minotti ARM350



The 200 tonne capacity XCMG RT200.

North America with Sany, launching its largest RT - the two axle 118 tonne SRC8130C - at Conexpo. The company said that sales were starting to pick up as infrastructure spending picks up. In an effort to stimulate sales, the company is promoting a five year warranty and four year, zero percent finance deal. The SRC8130C has a 49 metre five section boom and 67 metres with extensions. It has an all up weight of 77 tonnes, or 52.5 tonnes with the auxiliary hoist, counterweight and front/rear outrigger boxes removed for transport.

Big XCMGs

Perhaps the most interesting Chinese RTs are the two largest models offered by XCMG - the 150 tonne RT150 and if the website is to be believed a 200 tonne RT200. Both are two axle cranes and according to the company have been developed by teams in

Germany and China. Specifications and dimensions for both are very similar - a six section, 62 metre main boom, plus 20 metre extension, an overall width of 3.57 metres, and an overall height of 4.1 metres. Both weigh 90.5 tonnes with the RT150 rates at three metres and the RT200 at 2.5 metres.

Zoomlion has been one of the most active in the Rough Terrain market, having kicked off with a US master distributor. Global Crane Sales of Houston, Texas in 2010. The company recently expanded its four model range with the addition of the 60 tonne RT60XL which looks like an upgraded 55 tonne RT55 with a longer 43 metre main boom (34 metres on the RT55) and higher nominal capacity.

Late last year Tadano in Japan launched the 70 tonne four axle Crevo 700 G4 with 44 metre main boom and 17.7 metre telescopic jib with 60 degree offset giving a 65 metre tip height. With transport dimensions of 12.76 metres long, 2.78 metres wide and 3.75 metres high it can lift 500kg to 36 metres radius.

Sany launched its largest RT - the two axle 118 tonne SRC8130C - at Conexpo



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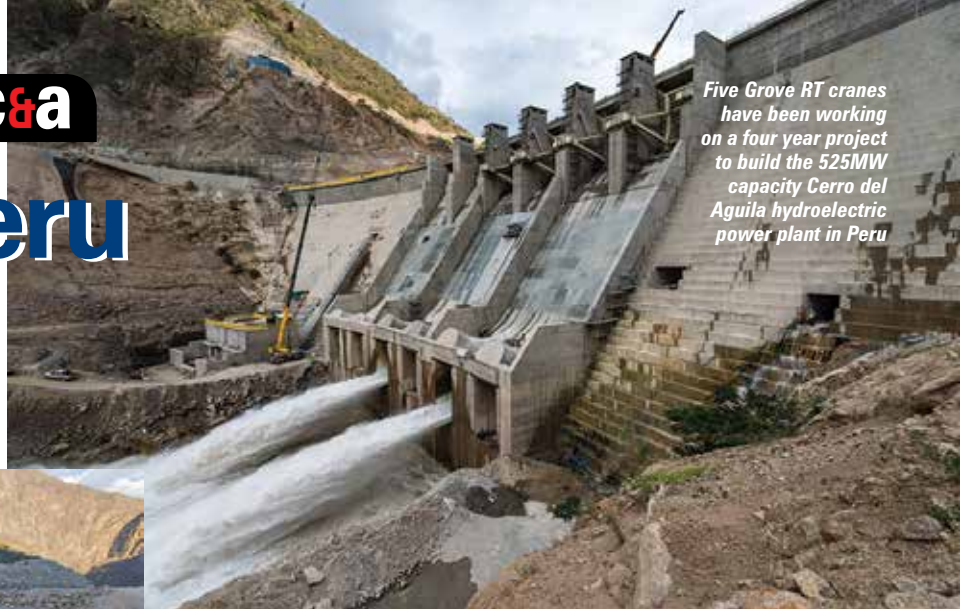
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Power in Peru

Five Grove RT cranes have been working on a four year project to build the 525MW capacity Cerro del Aguila hydroelectric power plant in the province of Tayacaja, Peru. The \$800 million project is being built by a consortium formed by Graña and Montero (GyM) of Peru and Astaldi of Italy.



Work included foundations, a 5.7km long tunnel and constructing the 80 metre high dam structure



Five Grove RT cranes have been working on a four year project to build the 525MW capacity Cerro del Aguila hydroelectric power plant in Peru

The cranes - two RT530E-2s, two RT765E-2s and a RT9130E-2 - worked throughout the project including on the foundations, a 5.7km long tunnel, surge tank, powerhouse and substation and constructing the 80 metre high dam structure that retains the Mantaro

river to power three large turbines. The cranes worked both inside and outside of the dam from an underground machine room to the top of the dam wall lifting a variety of materials. They were often used near the edge of the dam in the face of high altitudes and in strong winds.



Smith Erectors used its new 70 tonne Link-Belt 75RT Rough Terrain crane to replace a steel chute weighing 9,525kg

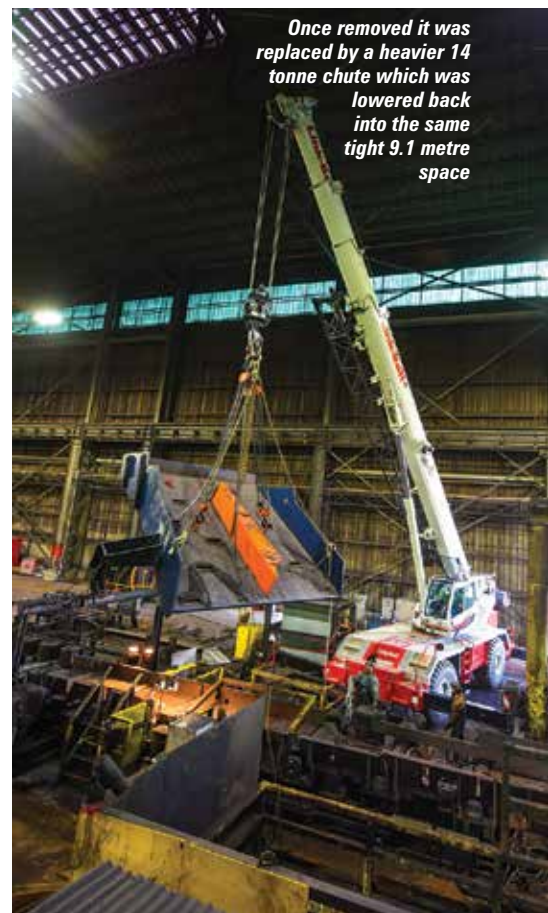
Right to the limit

Smith Erectors of Markle, Indiana spent four days working around the clock during a shutdown at Steel Dynamic's plant in nearby Columbia City which fabricates structural, rail and engineered steel. The first step of the shutdown involved removing an old hot saw chute in the cutting area.

It involved entering the building through a narrow door before setting up alongside the saw. Smith Erectors used its new 70 tonne Link-Belt 75RT Rough Terrain crane, which was compact enough and had the required capacity. The chute weighed 9,525kg and due to its irregular shape and position, needed multiple lifting points to remove it, as over time had become jammed in place with remnants of hot steel. Once removed it was replaced by a heavier 14 tonne chute which was lowered back into the same tight 9.1 metre space. The 75RT carried out the lift at a radius of 10.6 metres using 16.1 metres of boom.

"The chute was a beast but all went smoothly made easier because the crane has great visibility," said operator Jim Green.

Smith Erectors owner Garland Smith added: "We expect the machines to carry out the work that needs to be done. We carry out a lot of heavy lifts and often take everything close to the limit. We have never had any problems with Link-Belt cranes, they are good quality and dependable."

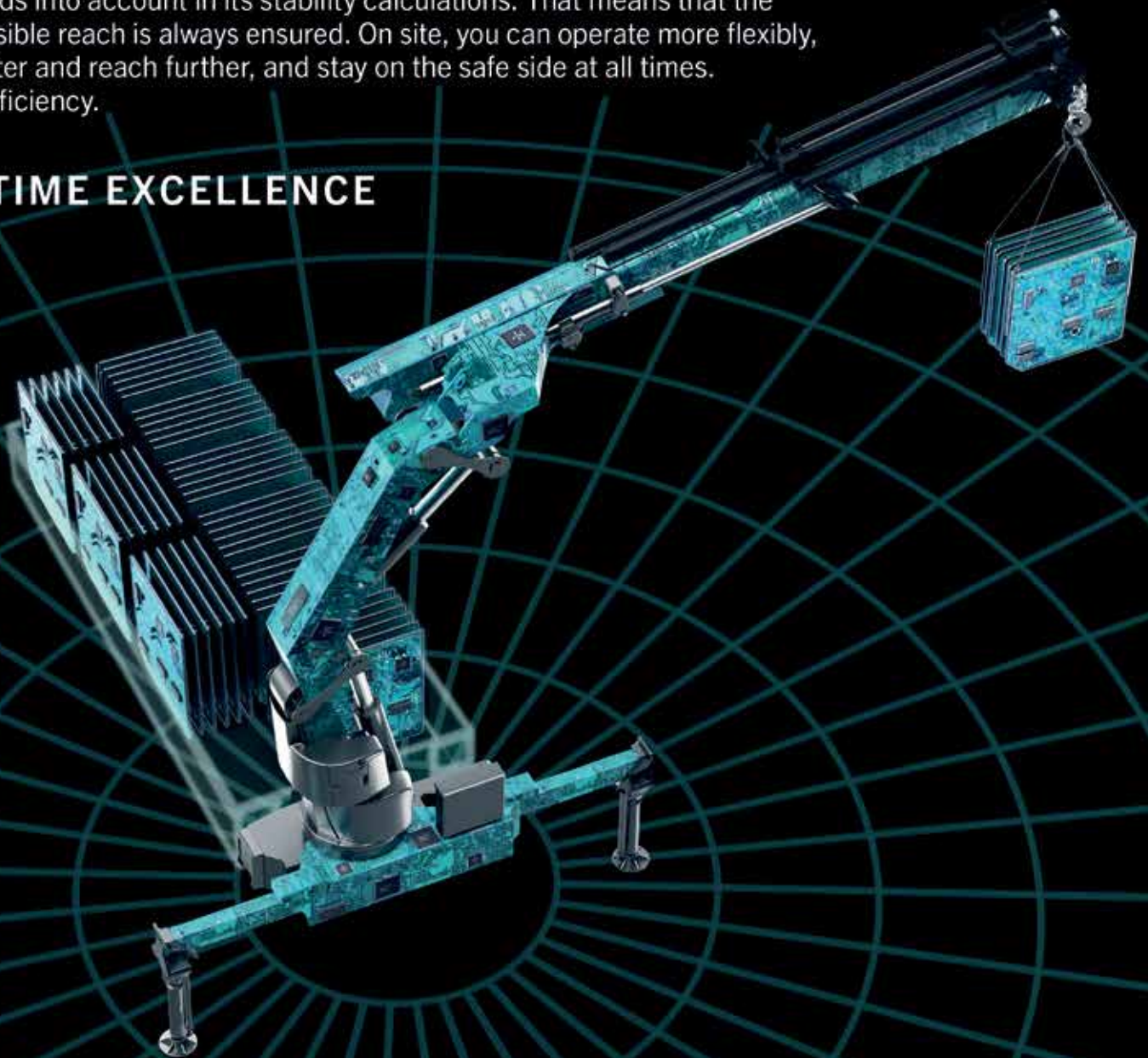


Once removed it was replaced by a heavier 14 tonne chute which was lowered back into the same tight 9.1 metre space

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Trailing along behind

The trailer lift market is slightly odd. It has been around for almost as long as the first aerial lifts - truck mounts - and clearly predates the self-propelled lift, yet its sales and profile has been very subdued for many years now. Sales while relatively low are constant so they obviously have supporters which love the performance to cost ratios and ease of transport, being designed to be towed behind most mid-sized cars, 4x4s or vans.

Our figures suggest that the trailer platform is not a popular product among specialist UK access rental companies. Since our last Top 30 survey a year ago the number of trailer lifts in top rental fleets has shrunk from just 126 to just 115 units. 11 years ago that figure was almost 400. What is more evident is that the largest companies have no interest at all in the trailer lift market - not one of the top nine UK or Irish powered access rental companies - which have more than 44,000 platforms between them - has a trailer lift.

The trailer lift market did have a resurgence of interest in 2004 when both Genie and JLG entered the market. This had a substantial impact on North America which until then had not been viewed as a trailer lift market, especially by the European manufacturers that made up the bulk of the market. They generally considered that American end-users had simply missed the trailer lift stage, given the wide and early adoption of boom and scissor lifts. While the 'big two' companies still produce the 12 and 17 metre articulated trailer lifts that they introduced 12 years ago, it is obvious that they do not see this as a growth market and appear to have a policy of letting the products grow old gracefully.

Another indication of the lack of interest in this market is that no new manufacturers have introduced



The trailer lift market did have a resurgence of interest in 2004 when both Genie and JLG entered the market

a trailer lift product range since Platform Basket announced a planned line of 13, 15 and 18 metre models in 2010. However after showing the prototype TR18:90 at Bauma that year it had second thoughts and abandoned the project. In recent years most trailer lift manufacturers - which include Bil-Jax, Dinolift, Niftylift, Denka

So how does the TM40S stack up?

Make Model	Niftylift TM40S	Niftylift 150T	Niftylift 120T	Dinolift 150T	Ommelift 1300E	Haulotte 3632T	JLG T350	Europelift TM16TJ
Type	Tele	Artic	Artic	Tele	Tele	Tele	Artic	Tele
Work Ht	14.1m	14.7m	12.2m	15.0m	12.8m	11.4m	12.5m	16.0m
Outreach	10.2m	7.55m	6.1m	10.0m	9.0m	9.8m	6.1m	10.0m
Platform cap	225kg	225kg	200kg	215kg	200kg	225kg	226kg	200kg
O/R spread	3.8m	3.8m	3.55m	3.8m	4.12m	4.2m	3.18m	3.84m
O/A Length	6.7m	5.55m	4.5m	6.53m	6.35m	6.9m	6.63m	6.9m
O/A Width	1.6m	1.6m	1.5m	1.78m	1.64m	1.68m	1.45m	1.64m
Retractable axles	No	No	Yes - 1.1m	No	No	No	No	No
GVW	1,995kg	1,775kg	1,400kg	1,675kg	1,745kg	1,995kg	1,542kg	1,920kg



Three 25 metre Denka DK 25s

c&a trailer lifts

tree care market. The company produced an all-new concept machine which it unveiled to the public at the ARA's Rental Show in Atlanta that year.



In recent years most trailer lift manufacturers have updated their product ranges

Lift, Europelift, Matilsa, Genie, JLG, Ommelift, Paus, Rothlehner and Snorkel - have however broadened and/or updated their product ranges.

First Niftylift telescopic

Niftylift took a brave step in 2016 when it designed and built its first straight telescopic aerial lift - the 14.1 metre TM40S trailer mounted lift - aimed at the North American



Niftylift's first straight telescopic aerial lift - the 14.1 metre TM40S trailer mounted lift



Two key changes included more rugged direct hydraulic controls and more streamlined covers

The reception to the TM40S was mixed. Features such as the thick heavy gauge steel covers, simple design and protected hydraulic cylinders were certainly appreciated - no surprise given that these were features that its tree care customers had requested - however the boxy look of the machine and electronic controls were among the details that were not so popular.

The company took the input on board and developed a new prototype for testing and evaluation and the final production machine is now complete and units have started to ship. The new machine is initially

only being marketed in the USA and the company says initial sales are encouraging. While designed for the American market, the company has also seen a good deal of interest from parts of Europe, particular the Nordic countries where telescopes have traditionally been more popular than articulated models. A CE version will almost certainly follow.

The production unit

The two key changes on the production model include a switch from electronic controls to simple, rugged direct hydraulic controls, while the new covers and panels are contoured and styled to provide



Maximum platform capacity of the Nifty TM40S is 225kg unrestricted

a more streamlined and 'finished' look to the machine. Specifications include a working height of 14.1 metres and a working outreach of just over 10 metres - the best for this size of machine - and significantly better than the 7.5 metres offered by the company's 15 metre 150T articulated model.

Maximum platform capacity is 225kg unrestricted. The outrigger spread is the same as the 150T at 3.8 metres and 250mm wider than its popular 12 metre 120T, it is however more compact than the telescopes from other producers. Overall travel length is 6.7 metres which will not appeal to some European markets where six metres can be a sticking or cut-off point, being more than a metre longer than the Nifty 150T and more than two metres longer than the 12 metre 120T. However once again it is the best of the telescopes in this size range. Overall weight is just under two tonnes, making it 200kg heavier than the 150T and almost 600kg heavier than the 120T, but again not too bad at all for a telescopic with this sort of working height and outreach.

In summary

In summary the rugged big section heavy duty boom with end mounted

platform, faster speeds to full height and greater outreach - especially at lower heights - will certainly be popular in North America and it is quite easy to see why arborists there will find this format attractive. Given that it also compares very well with the telescopic trailer lifts that are popular in Scandinavia, it is likely to prove a popular machine there as well. We should point out again that the company has yet to launch a CE version, which we assume would become the TM14S?



Denka DK 30



JLG T350



Denka DK 18s



EuropeLift's only straight telescopic is the 16 metre TM16TJ

The Hungarian option

Another company which produces trailer lifts is EuropeLift, while its name may not be so familiar it has been manufacturing trailer lifts in one form or another since 2004. The company is based in Bagod, Western Hungary and managed by Adrian Fetke. He and his father were originally controlling shareholders in Teupen Hungaria, and produced trailer lifts for the German manufacturer. In 2008 Teupen was acquired by Nord Holding and the following year the Fetkes started building trailer lifts under the Traklift brand, causing a legal problem with Teupen. This resulted in the family selling its shares to Teupen and shifting everything over to the new venture EuropeLift.

The range now includes four articulated and one telescopic trailer lift models from 10 to 18 metres. It has also added two new products - a 12 metre truck mounted platform on a compact Toyota chassis and a new 15 metre TR15GT spider lift. The company's only telescopic is the 16 metre TM16TJ, with 1.3 metre jib and 10 metres of outreach. Platform capacity is 200kg and overall weight varies from 1,800 to 1,920kg, depending on specification. Features include self-drive and outrigger ground pressure sensors.

Its smallest trailer lift is the 10 metre TM10G which at less than 750kg can be towed by the smallest category 'B' vehicle. The 1.57 metre travel width can be reduced to as

little as 800mm to gain access through doors or garden gates etc. Platform capacity is 120kg, making it very much a one person lift.

Popular in certain areas

Having said that the trailer lift is a niche product, there are still around 15 manufacturers in the market, many of which do substantial business. However what is a surprise is that the trailer lift has fallen so far out of favour in the UK which at one time was a substantial market. In other parts of Europe this is not the case, the more fragmented German market for example with its hundreds of small local rental companies finds trailer lifts an attractive proposition as do both large and small rental companies in Denmark, Sweden, Norway, Finland and perhaps to a slightly lesser extent in the Netherlands.

The trailer lift does have many



A Dino 135T.

advantages, including the fact that they are lightweight, uncomplicated and easy to transport - making them ideal for users and contractors involved in building maintenance, painting and window cleaning as well as tree work. If there is a disadvantage it is the chassis length, which makes it more unwieldy to move, especially around tight corners or in confined spaces. Users also need to be confident in towing them. From a rental company's point of view the trailer lift is cheaper to purchase and maintain than a self-propelled or spider lift, as well as providing a good return on investment with excellent residual values with second hand prices for trailer lifts remaining high as demand significantly outstrips supply.



EuropeLift's smallest trailer lift is the 10 metre TM10G which at less than 750kg can be towed by the smallest category 'B' vehicle



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The trailer lift is lightweight, uncomplicated and easy to move around

More retail than rental

However, trailer lifts are more suited to smaller rental and tool hire companies, given that the whole point of them is that the tradesman collects from the rental depot and brings it back, just as you might when renting a van or car. Most specialist powered access rental companies are now located on industrial sites which are not particularly suited to a retail-type business and are not staffed up for it. At the same time regulation in many markets is stricter and more onerous for individual consumers than it is for business to business trade.

While the trailer market has been traditionally dominated by small local rental companies, it shifted towards the large national tool and equipment rental chains which certainly helped boost the market for a while. However in several countries such as the UK, France and perhaps the Netherlands, the large chains appear to have lost interest in trailer lifts, as they have



Snorkel TL39



A 17 metre Ommelift 1700 EX

further embraced the self-propelled access rental market.

The trailer lift market has also been under pressure from other access equipment including spider lifts - which are transported on a trailer, but are more compact and manoeuvrable once on site - and 3.5 tonne truck mounted lifts. However the cost of a 12 or 17 metre trailer lift is substantially lower than either of these options. With increasing adoption of powered access by individual tradesmen and the huge potential market that this represents, you would think that the trailer lift would be more popular. But without ready availability the market will remain limited.

Mini-midi telescopics

Looking at the products available there are some new developments and some stand-out products that are grossly underestimated in some markets. One strong technical area is the 10 and 12 metre mini telescopic models - a market contested by Dinolift, Omme and Denka with overall weights of less than 1,200kg, along with slightly heavier articulated telescopics from Niftylift, Matilsa, Genie and JLG at around 1,400kg. They are light and easy to tow behind a mid-sized car, have decent outreach and a working height that covers much of the work that smaller tradesmen carry out on two storey homes, such as painting, window cleaning and external maintenance jobs such as guttering, lighting and security cameras. These days they tend to come with a full specification including powered wheel drive for easy moving when unhitched, hydraulic outriggers and power to the platform.

Denka upgrades

Denka-Lift - which was acquired by Rothlehner in 2013 - has steadily introduced new models with the seven model range now running from 12 to 30 metres adding improvements from its own



Denka-Lift has steadily introduced new models and now has a range from 12 to 30 metres



Matilsa has a seven model range from seven to 17 metres



Bil-Jax launched its largest model - the articulated 65ft platform height 6543A - at the ARA last year

Rothlehner range of trailer lifts as it goes. These include replacing the old relays with a control unit from TT Control that includes a digital display showing system errors to help with maintenance and troubleshooting. The latest generation machine also features a Fronius charger which replaces the previous transformers and extends battery life. Denka claims that charging efficiency has increased from 60 to 70 percent to 96 percent and this also reduces power usage. A stronger hydraulic wheel drive system as well as a push button 'automatic levelling' option also makes them more user friendly.

"The Denka-Lift service portal - which was presented at Platformers' Days - was particularly well received," says Thomas Rothlehner. "We provide technical documentation for independent troubleshooting. These documents include detailed error-codes with in-depth explanations of how to fix the problem as well as constantly updated electrical and hydraulic diagrams."

Other new products

Neither JLG or Haulotte now offers trailer lifts in Europe, however Haulotte group company Bil-Jax does offer a range of five trailer lifts

in North America - four articulated and one telescopic - launching its largest model, the articulated 65ft platform height 6543A at the ARA last year. Features include hydraulic outriggers and automatic levelling in less than 40 seconds, air, water and 100V electric to the platform, and the ability to be towed by a Class V pick-up truck. Outreach is 13.1 metres and up and over height 7.4 metres. Weight without additional options is 3,500kg and overall length 7.3 metres.

One of the lesser known trailer lift manufacturers - particularly outside of Germany - is Paus. It has a four model articulated range from 13 to 21 metres. Platform capacity is 200kg unrestricted. The mid-range GT16A has a 16 metre working height and nine metres outreach.



One of the lesser known trailer lift manufacturers - particularly outside of Germany - is Paus

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Genie steps up to the challenges

C&A

Genie

The market for self-propelled aerial lifts is becoming increasingly competitive and challenging as a variety of new manufacturers around the world look to muscle in on a sector that they believe has enormous expansion potential. C&A attended Genie's new product launch in Oklahoma last month. While the new products on display were not 'game changers', being a roll out of the new XC specification to further models, the event clearly highlighted significant changes occurring throughout the company.

The biggest threat to established manufacturers probably comes from China, where the largest players are learning and improving at an incredibly rapid pace. They are also highly pragmatic in their approach, ready to adapt at a pace that the average western manufacturer can only marvel at. Add this to the lower costs of production and government encouragement or incentives and it is easy to see why the big four or five western manufacturers might be concerned.

While Chinese companies like Dingli, Mantall and Sinoboom have dramatically improved their product designs and quality to overcome initial western rejections, they have now run into an issue that has stalled many a good manufacturer - marketing, distribution and product/customer support skills - or the lack of them. This issue has frustrated many manufacturers. Japan's Aichi is a prime example. The company builds



Matt Fearon

what many claim are the best boom lifts on the market and yet has failed miserably in its clearly stated plan to become global market leader. The Chinese companies though are a different. Having largely overcome the first hurdle they are busy tackling the brand awareness/confidence and distribution issue. And rather than wait to build it organically, they are using well-known western brands as partners such as JCB, Magni, PB and MEC in a variety of different deals.



The new Genie S-85XC with on board generator



Genie launched more XC models

At the event at the Terex crane and access plant in Oklahoma City, Genie president Matt Fearon highlighted these challenges and talked of what Genie is doing and plans to do, in order not only to keep ahead of pack, but also to open up a lead.

Establishment advantages

While Fearon was quick to highlight that Genie does not underestimate the competition for a second, he is clearly tuned into the potential advantages that Genie and other well established major players have over the new entrants into the market. And the company is now looking to leverage those advantages in order to not only remain a top two market leader, but to also increase market share. These advantages include a large working population of machines, products that are well-known and much appreciated, a strong network of customers, dealers and partners, a large team of knowledgeable, customer facing staff and a depth of aerial lift engineering experience honed over 50 years. All this, and perhaps most importantly of all, a brand that is instantly recognisable all over the world - going forward expect to see a little less Terex AWP and a bit more Genie. The benefit of long-term engineering experience cannot be underestimated. Companies such as Genie, JLG, Skyjack, Haulotte, Niftylift and others have a huge pool of knowledge, gained from the thousands of mistakes and wrong turns they would have made over the years as they worked to perfect their products.



Genie Z-45 XC Articulated Boom

Back on track

Genie has been accused of having almost lost its way a couple of times over the years, as a result of a misguided corporate policy or two, being handed down from on high. It has also occasionally shifted from designing what the customer - and more importantly the 'user' - wanted, to designing something what was perhaps more convenient for production. But on the few occasions that it has done so, it has been able to spot the issue and had the strength to address it and pull through the difficulty. A recent example might be the decision to put the extra-wide chassis designed for the 180ft SX-180 under the popular 135ft Z-135/70. It is hard to imagine how making a machine almost 1.3 metres wider, without a decent trade-off for the customer - such as lower weight - looked like a good move from a user's point of view? However the company not only took the issue on board, coming back with the new and improved narrower chassis under the ZX-135/70, but also used the chassis as the base for a new range of large SX telescopic boom lifts that now runs from 105 to 150ft.



The 'more compact 135ft' ZX-135/70

New models join the XC range.



The new models unveiled at the event included more new XC - Extra Capacity - boom lifts, including the North American version of the 45ft Z-45XC articulated telescopic boom, along with the S-60/65XC and SX-80/85XC mid-range telescopic. All XC models feature automatic dual platform capacities of 300kg unrestricted and 450kg with working envelope restrictions. The system features Genie's Zero-Load field calibration overload system, with an integrated load sense cell that continuously checks the weight in the platform and adjusts the working envelope accordingly. While structural changes have

been made to cope with the higher capacities, each XC model retains the same overall performance as its predecessor. Having said this, numerous smaller improvements, including smoother controls, new on-board diagnostics and the new 'Lift Guard' secondary guarding system have also been incorporated into the new models along with the latest technology.

Other innovations unveiled

The company also discussed a number of other innovations including improved on-board generators - mostly aimed at the North American market, and a prototype hand held diagnostics tool - the Tech Pro Link - which will allow technicians to monitor a



Genie builds its North American telehandlers in Oklahoma

machine's sensors, including engine temperature, oil pressure, fuel levels and battery voltage, as well as calibrate the machine, make speed adjustments during pre-operation inspection, receive fault code information and much more. The unit is currently a plug-in device, but a wireless connection is planned before it goes into production.

Oklahoma City plant

Terex has spent around \$40 million on the Oklahoma City plant, which produces Genie's North American telehandlers, Terex Rough Terrain, truck and crawler cranes, while

being the new home of the Genie refurbishment centre for which there is clearly a good deal of demand. Genie 6K and 10K telehandler production was moved to the site from the Moses Lake plant in Washington state, freeing up more space for Genie boom lift production. The company also said that with a high percentage of these telehandlers going into the oil & gas industry, Oklahoma is a more logical location to build them.

It is plain to see that positive and exciting developments and changes are occurring at Genie. Expect the renewed customer focused spirit to gather pace in the New Year and be prepared for some exciting new product launches and service/training developments.

The Tech Pro Link diagnostic tool.



Dozens of new telehandlers waiting to ship



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On the road again...



c&a transport trailers

UK access and general rental company Smiths Hire purchased Sterling GP beavertail bodies

Whether you are supplying a 500 tonne transformer, crawler crane, self-propelled boom or a small electric scissor, transporting the equipment to and from its point of use safely and efficiently is an important element in the customer satisfaction equation, and a major element in the contract package. Getting it wrong can have disastrous consequences. We take a brief look at some of the more recent developments for transporting small and large equipment.

In the early days the equipment sector tended to use trailers that were designed for other purposes. In the 1950s and 1960s for example there was a surfeit of ex-military equipment including tank transporters and special trailers for moving aircraft such as the Queen Mary lattice frame trailers that were popular with the UK crane rental industry.

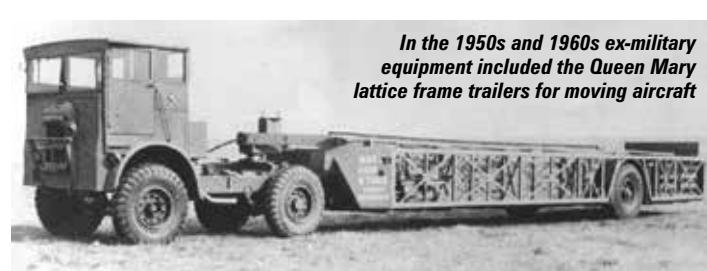
that are lighter and more compact so that either more equipment can be carried on a single trailer or moved with a smaller truck or even a two axle trailer. The benefits include lower delivery costs, while helping reduce the impact on the environment. The current 'hot topic' relating to powered access is focused on the risks with deliveries and collections while loading and unloading at all times of the day and night.

Things have obviously moved on and in the past 10 to 20 years trailer and truck bed manufacturers have increasingly tailored their products to the specific markets. Nowhere is this more evident than in the access rental market where manufacturers have designed or adapted their products to carry more equipment in a much safer manner. Aerial lift manufacturers have also helped in this aspect by designing machines

"Without a doubt the highest level of risk relating to powered access is the loading and unloading of equipment," says James Dundas, UK transport and property manager at Nationwide Platforms. "Understandably a lot of attention is given to risks associated with using powered access at height - entrapment, falls from the platform,



An early truck and trailer transporting a Coles crane



In the 1950s and 1960s ex-military equipment included the Queen Mary lattice frame trailers for moving aircraft



The Goldhofer STZ-P9 with maximum axle spacing



A 12 tonne beavertail with side protection

electrocution etc - but what is often overlooked are the numerous risks associated with loading and unloading a machine on site." Importantly, loading and unloading on the public highway does not discharge an end user from their obligations just because it is not on their site or facility. In fact it significantly increases the risks as the environment is less controlled with the addition of vulnerable road users and traffic. Not only can the consequences of overlooking these risks be severe, but they can also be fatal. It is therefore crucial that risks around the safe delivery and collection of equipment are included within any risk assessment.

to gain the FORS Gold status was AFI, progressing from Silver after carrying out substantial improvements in areas such as fuel usage, CO2 output, performance measurement and staff training. Initiatives for its vehicle fleet included telemetry systems to monitor driver performance, a Careful Drivers Incentive scheme and a Fuel Efficiency Incentive scheme for drivers of its commercial delivery vehicles.

In the UK voluntary schemes for fleet operators such as FORS - the Fleet Operator Recognition Scheme - and CLOCS - Construction Logistics and Community Safety are now becoming mandatory when working in cities such as London, along with complying with emissions standards.

Under the Careful Drivers scheme drivers receive a bonus related to careful driving. The Fuel Efficiency scheme scores driver performance on a weekly basis from A (excellent) through to G (very poor) based on the key areas of acceleration, cruise control, engine idle, green band

FORS is a voluntary scheme aimed at raising the quality level within fleet operations and accreditation comes in three levels - Bronze, Silver and Gold. Its purpose is to encourage operators to review their operation by defining basic requirements in four key areas - management, vehicles, drivers and operations.



Nationwide Platforms demonstrates loading and unloading at a recent event

One of the first UK rental companies



A pull-out walkway

driving, harsh braking, over-revving and over-speed. The company has also invested in its delivery fleet to ensure vehicles conform to the latest European standards on emissions. They are also fitted with a range of safety, fuel saving and emission reducing devices.

The features on newer trailers, vans and trucks are now very sophisticated. For example Sterling GP's beavertail body includes safety innovations including composite 'gridlock' non-slip decking and swing out handrail systems with aluminium walkway panels giving drivers safe access to and along the deck when loading. The trucks also feature deck lights as well as LED beacons and work lights to light both the surrounding area around the truck and the loading deck when light is poor. Protecting other road users - particularly cyclists and pedestrians - means features such as additional mirrors, perimeter cameras, left turn audible alarms and side guards.

Edge protection from bodybuilders such as Shawtrack include single

and double sided pull-out walkways, single and twin strap systems where the protection is secured to the bed with fixed posts removed for wider loads. Swing out edge protection as well as fixed edge, dropsides as well as grab handles and ladder access increase safety when working on or around the truck or trailer.

Delivery challenges

What is often not appreciated are the challenges of delivering equipment to site. Drivers are often just given a postcode with little to no thought about restrictions on the route or the amount of space on or near the site for unloading and loading - the time when most accidents occur. If these aspects are considered in advance so that the right vehicle is selected for the job, it can make all the difference in terms of efficiency and safety.

In a worst-case example, a spider crane or lift is driven onto a closed side flatbed truck - chosen to save money and keep it clean - via a loading ramp and all seems well until it arrives at the delivery address to find that there is no ramp! This usually results in attempts to 'cobble' a solution together to get it off the truck, all too often resulting in serious injury of death when it goes wrong.

Thought should also be given to which way round equipment is loaded, so that unloading on site, where conditions are less controlled is made easier. This is the most dangerous part of the whole process. The UK's HSE has a page dedicated to this subject



Loading and unloading equipment is one of the most dangerous aspects of using equipment

with a multitude of points to help avoid problems www.hse.gov.uk/workplacetransport/factsheets/loading.htm

Last year Nationwide Platforms brought its equipment delivery service back in-house after having outsourced it to Wincanton Transport. Although no reason was given it would appear the complex challenges of delivering equipment to site proved far more challenging than either company expected. Delivering rental equipment is far more complicated than carrying boxed items. A rental company delivers a wide range of equipment to an incredibly varied customer base, requiring a variety of different delivery vehicles to be efficient. Using a large low loader to deliver a single push around platform to a residential address for example will just not work. Equipment must be delivered to the right place and on time, handing it over in a safe and professional manner, including familiarisation and then collecting the machine on time and invoicing correctly.

Equipment manufacturers have also given the problem some thought. Spider lift manufacturers, such as Ommelift, Dinolift, Leguan and others have designed outriggers with enough lift and width to lift them with clear space underneath to allow a truck or a trailer to be reversed underneath. While Teupen has gone a step further and designed a truck specifically

modified to carry its mid-range 20 to 23 metre spider lifts and CMC introducer an outrigger extension for what it calls Auto Loading.

Since taking the transport back in-house Nationwide has ordered about 150 new transport items including four axle delivery trucks and heavy-duty low loaders. The trucks include Sterling GP and Wheelbase Engineering beavertail truck bodies on 32 tonne 8x2 DAF CF400 rigid chassis. The Wheelbase Engineering low loaders feature revised winch systems to provide in-line coverage across the width of the vehicle and gridlock flooring, they are used to transport larger equipment such as 135ft Genie Z-135 boom lifts, MEC Titan 60s and the 27 metre Holland Lift M250 scissor lift.

The new additions are fully FORS and CLOCS compliant and the company says it is one of the first to fit rear facing cameras on the loading bays to improve safety and compliance.

The long term shift towards lower or zero emissions is forcing vehicle manufacturers to focus on alternatives. While the fully electric, driverless truck is being tested it will be many years before it sees regular use, and given the unloading and hand over duties of rental it is hard to see how this will work in the sectors we cover. In the mean time companies are moving towards cleaner, low noise alternatives.



Getting the right transport is a major part of the customer satisfaction equation



The Teupen Leo 21GT with specifically designed 3.5 tonne GVW transport



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ALE to revolutionise route surveys

UK-based international heavy lift and transport company ALE launched three new products earlier this month including the revolutionary Route Survey Tool, a 600 tonne capacity AL600 girder frame trailer and a 1,000 tonne TLG1000 telescopic gantry lift system.

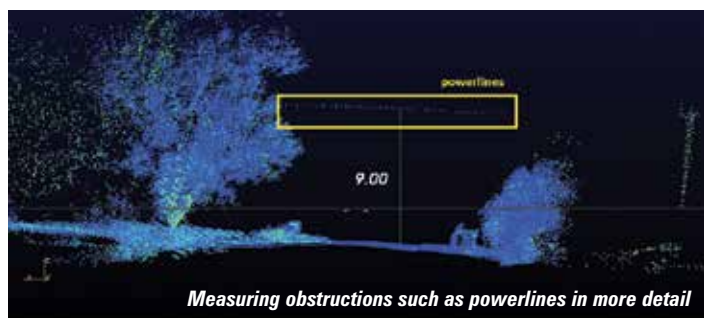
The new Route Survey Tool is a computerised system that automatically logs all details of a given route on digital maps, while driving at up to 80kph. The system takes measurements, photographs, video footage and accompanying software then generates drawings and plans for more in-depth analysis and use with large transporters.

Packaged in a box the size of a small suitcase, the unit is mounted to the roof of a car or van using four large heavy-duty suction pads with a single wire to the dashboard where it interfaces with a laptop. The system has a scanning range of 100 metres radius from the vehicle,

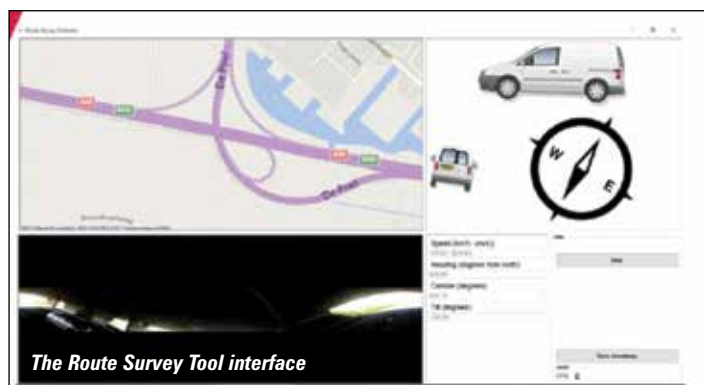
with an accuracy of 20mm at the maximum distance. The system can also sense and measure changes in the road camber or indentations in the route to within one degree.

A separate Driver Assist tool on a transporter integrates the survey information with the transporter's systems, highlighting and instructing drivers of the challenges of the route ahead, particularly valuable during complex parts of the route.

R&D manager Harrie Smetsers said: "Route surveys have been integral to heavy transportation projects and engineering services for years. Current systems, which



Measuring obstructions such as powerlines in more detail



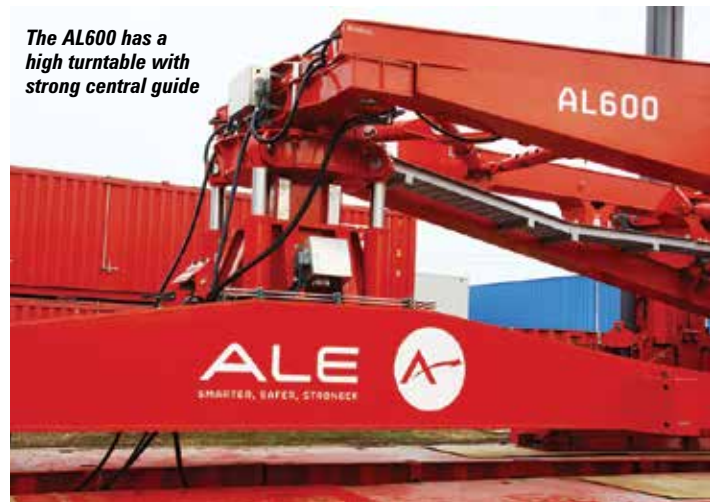
The Route Survey Tool interface



ALE's new Route Survey Tool



The AL600 will operate with between 32 and 40 axle lines



The AL600 has a high turntable with strong central guide

are manually logged, are often susceptible to human errors and can be time consuming. We wanted to design a solution that was not only safer, more accurate and reliable, but one that could also cover longer distances and was a quicker alternative. A manual route survey may take up to six weeks, this can be done overnight and is more accurate. The Route Survey Tool represents a revolutionary and easy way to carry out reliable route surveys in a quick and safe manner, and is the only system on the market that conducts a consistent and precise route survey without the need to manually enter information or step outside of the vehicle."

The first unit has been fully tested and is currently being used on a project in Indonesia. The second unit looks set to be deployed in the UK.

AL600 girder frame

The new AL600 is the largest girder frame trailer from ALE, capable of carrying 100 tonnes more than its smaller brother, the AL500. The modular design of its neck, 15 metre main beam and seven metre load spreaders, allows it to be driven in various configurations depending on the type of load such as steam turbines, generators and transformers. The girder frame will typically be used with two 16 axle

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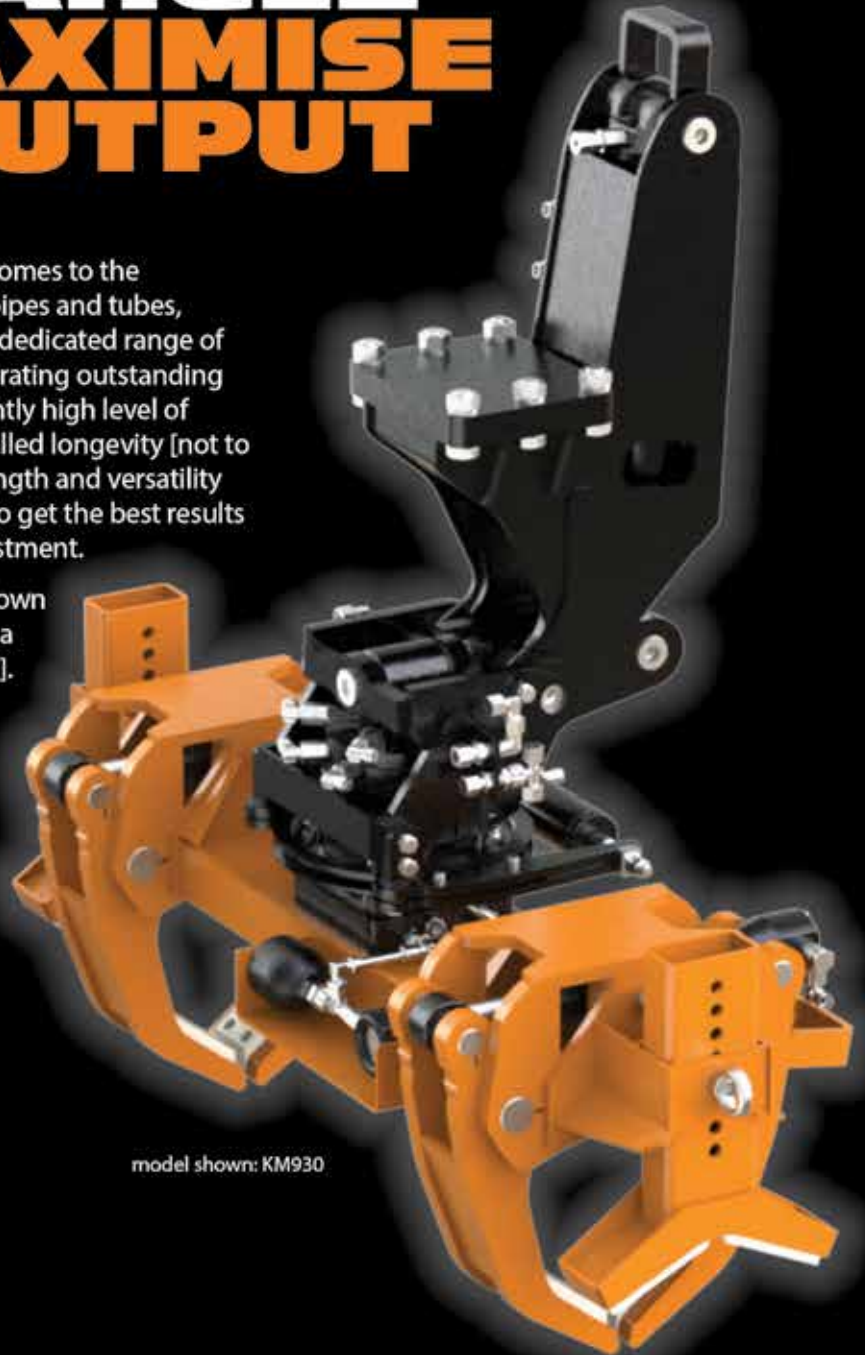
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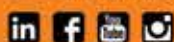
model shown: KM930

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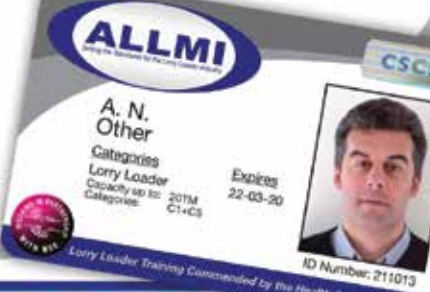
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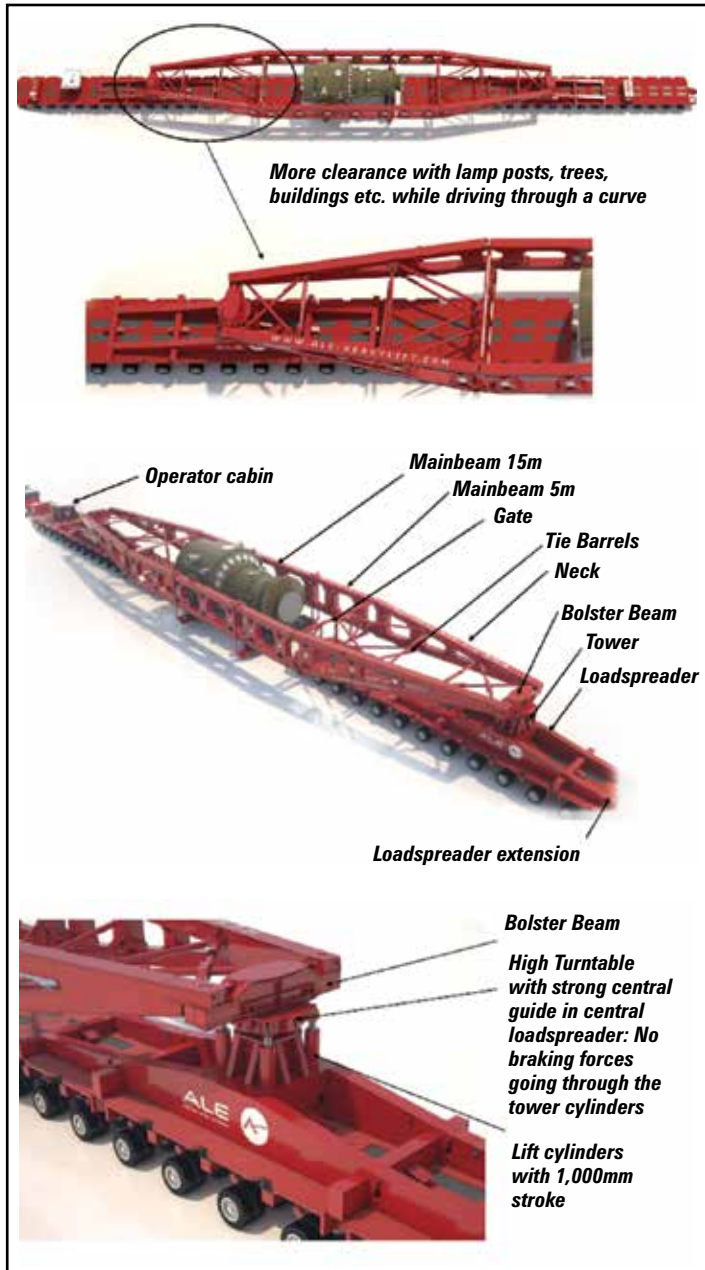
  



AL600 head and tapered sides

line transporters although in its first project it will be used with two 20 axle line units in order to reduce maximum axle loads to 14 tonnes. One of the main features of the AL600 is its neck design which is tapered in both planes, eliminating corner snag points, allowing the

transporter to clear tighter bends without needing to remove as much street furniture and other obstacles. It also features the latest control systems for steering, height adjustment, camera systems and shock logging - all operated from the high-tech control cab at the rear.



“We wanted to build a transport solution that suited our requirement to transport heavy loads that could be utilised with our current trailer fleet, whilst maintaining safety and low axle loadings,” explained ALE technical director Ronald Hoefmans. “standard equipment manufacturers couldn’t fulfil our needs so we made the decision to design our own. The AL600 has been designed with strength and operational capabilities like no other frame in the industry.”

The first AL600 has been built and tested at ALE’s R&D facility in Breda, The Netherlands and will be shipped to its inaugural project in Chile.

1,000 tonne gantry lift system

ALE has also designed an all-new high-specification telescopic gantry system in-house, in order to give it an edge with challenging lift and shift applications. The TLG1000 Telescopic Lift Gantry has an unrestricted 1,000 tonne lift capacity on four towers. It features a variable track width that extends from the standard 915mm to an extra-wide 1.75 metres, for

greater stability where space allows. The four section towers are designed to safely take three times the side loading required in the current standards, and compared to ‘off the shelf’ gantry towers currently in production. The towers also maintain their maximum capacity to full height, allowing the 1,000 tonnes to be raised to 12 metres. Safety features include a mechanical lock system and numerous monitoring systems which measure ground settlement and any movement of the tower, in addition to the regular data, such as telescope sequencing and load distribution etc.

“We wanted a lifting solution with a high capacity without compromising on stability,” said Hoefmans. “This gantry has been designed to take substantially more horizontal loading than the standard systems currently on the market. Furthermore, it is not only stronger, but the capacity remains the same throughout all three telescopic stages of the lifting process.”



The 1,000 tonne capacity TLG1000 gantry lift system



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Psst... Want to buy a crane...?

The market for second hand equipment is more varied than you might think. There are plenty of 'used equipment dealers' out there with just a website advertising equipment that they have not seen and do not own, but only a few offer a full range of used equipment services. Emails from companies looking to buy cranes or platforms are a daily scourge, most are just online portals aiming to put A in touch with B and take a cut.

There are however 'proper' companies in the market that buy used equipment, hold a sizeable inventory, carry out repairs/refurbishment where necessary and sell it around the world. Manufacturers and distributors taking equipment in part exchange operate this model to some degree while some larger rental companies operate in-house used equipment sales departments, largely to dispose of equipment from their fleet. There are also companies that specialise in cranes and/or

aerial work platforms, but only a few that offer these services for all types of equipment. One such company is Pfeifer Heavy Machinery of Groenlo in the Netherlands. Cranes & Access found out more about by talking to Wesley Wittstock, its UK-based area manager.

Pfeifer Heavy Machinery was established around 20 years ago by Gerrit Pfeifer who left school with a passion for selling equipment. He took a small family loan to buy his first item - a compressor - sold it a few weeks later to buy something



The Pfeifer Heavy Machinery yard in Groenlo the Netherlands.



else and as they say, the rest is history. Since then he has built up a successful company with a turnover in excess of €50 million primarily with powered access and cranes, but also by offering a plethora of used construction equipment such as dumpers, excavators, telehandler's and trailers - a one-stop used construction equipment shop.

"At the moment our largest equipment sectors are powered access and All Terrain cranes. We sell around 1,800 platforms and 200 All Terrain cranes a year," says Wittstock. "We also deal with crawler cranes, but the bulk are All Terrain's with capacities from 25 to 500 tonnes."

Pfeifer will look at larger cranes but as Wesley points out, the market for 750 tonnes and above is small. "The main reason we don't deal in these larger capacity cranes is that there are so few operating around the world. So sellers often already know of a potential buyer ahead of

the crane becoming available out their fleet."

On the access side the company deals with everything including boom lifts and scissors - diesel or electric - and truck mounts, any platforms with a working height of six metres or more.

Pfeifer has two main salesmen - Erik Frank, responsible for all sales activities within the company, and Kevin Stöteler who is both sales and a member of the management team, that also includes co-owner Ralph Koehorst.

"The buying is done by Gerrit, Ralph and myself," says Wittstock. "I concentrate on the UK whereas Gerrit and Ralph concentrate on the rest of Europe. We are reactive to enquiries we receive from all corners of the globe. To give you an idea, recently we completed the purchase of 30 cranes that were located in Brazil."

The sales process

Buyers that have not previously



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HAULOTTE HA20PX

TYPE	DIESEL BOOM
YEAR	2006
LIFTING	230KG
POWER	DIESEL
HEIGHT	20.65M



HAULOTTE HA16PX

TYPE	DIESEL BOOM
YEAR	2006
LIFTING	230KG
POWER	DIESEL
HEIGHT	16.00M



SKYJACK SJ9250

TYPE	SCISSOR LIFT
YEAR	2006
LIFTING	681KG
POWER	DIESEL
HEIGHT	17.20M



UPRIGHT MX19

TYPE	SCISSOR LIFT
YEAR	2008
LIFTING	227KG
POWER	ELECTRIC
HEIGHT	7.8M



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Pfeifer specialises in Haulotte access equipment

dealt with Pfeifer tend to make contact often after seeing the company details on the web or in an advert. Sourcing equipment worldwide is possible, given its high value and relatively cheap ocean shipping. Shipping a crane from Brazil to the Netherlands for example takes between two to three weeks and costs in the region of €5,000. The exact items of equipment on offer need to be identified and this includes photographs to establish the quality and specification, before the price is discussed.

"In all the time I have been doing this I have never come across someone selling equipment too cheap," says Wittstock. "Unfortunately there isn't a little black book of industry prices like the automotive sector, so each deal is individually negotiated. However, because of the volume of equipment we deal with, we know the prices we can offer and when to walk away. On average, a crane takes us three to four months to sell so this has to be built into the price. Everything we buy is for stock and then we look for a customer. It is fantastic if we have a buyer already lined up but this rarely happens. If the asking price is sensible then the next step is to travel to see the machine and very importantly, meet the seller and see the premises/yard etc."

"How clean and organised the yard is often a good indicator of the quality of the machine. The

best equipment usually comes from Germany and Holland, where they are typically kept under cover and when a crane is not working the operator is often cleaning and carrying out maintenance. In the UK the quality is more varied, but overall I would say it is average, mainly because of the climate - the salt on the roads in winter - and most of the time the equipment is left outside. Also numerous operators on a particular crane usually results in some regular checks and smaller maintenance issues are missed."

"Everyone describes his machine as first class and well maintained, however once you see the machine in the metal, the quality and condition varies enormously. You can have two similar machines, both 10 years old and with 3,000 hours but one is well looked after and the other a wreck. Everything has a value and we will buy if we think we can sell it, but obviously the one that has been looked after achieves the higher price. The hope is that you build a long-term relationship with the seller and get to know the type and quality of his equipment and perhaps the type of machines he wants to buy. Getting the purchase wrong can be expensive - €20,000 for a new slew ring, €30,000 for a new engine - and these problems may only be found after we get it back to our workshops."

People buy used equipment of all



It sells around 1,800 platforms each year

ages and conditions for various reasons. Some are looking for younger machines, because a contractor may only allow equipment of a certain age on site, others are happy to have an older machine and a lower price.

"All machines purchased for stock are checked over at our new five-bay, five-man state of the art workshops in Groenlo which has full diagnostics testing and two overhead cranes. However sometimes a customer does not see the value in a new paint job or fitting new components so machines are usually machines just checked over before sale."

the major manufacturers I would pick the Liebherr first - after that there isn't much between the others brands."

"Chinese-built cranes are totally different. We have tried them and may perhaps take one in part exchange but we would not actively buy a Chinese crane for stock because there is very little demand for them," he says. "However, owners still have high expectations for them, even after having failed to sell them. Global demand changes because of many factors, for example the 'flavour of the month' at the moment is for mobile tower cranes. Three to four years ago



Mobile tower cranes are flavour of the month



What is hot

"The global standing of a brand creates a demand and this is reflected in the used equipment prices. Pfeifer sells to 120 countries and Liebherr seems to be the most desirable and does command a small premium in the market place. This is primarily because Liebherr has a global parts and service network - mostly wholly owned - so wherever the crane may be there is always support. The newer products from Grove, Demag and Tadano all have good performance, but appear not to have the same global recognition and support. If I had to choose a 60 tonne AT from

these cranes would have been selling at almost half the current price. Demand has increased due to the manufacturers' long lead times - around 9 to 12 months the last time I heard - for a new crane while demand is growing."

"Learning the pricing of used equipment - and cranes in particular - can be a hard and costly process. If there is a shift in market that you don't anticipate, you could lose tens of thousands of Euro's."

Who is buying

About 80 percent of Pfeifer's business is done with customers it already knows and has a good

The ultimate answer to overall efficiency



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Holland Lift presents its new smart models: HL-160 and HL-190. The concept is designed for tailored efficiency. A modular system with various options: 16 or 19m high, electric, diesel or hybrid; the base of the machine always remains the same. These scissor lifts have attractive exploitation costs and a high return on investment. And whatever configuration you choose, Holland Lift quality, safety and durability are as always part of the deal.

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working relationship with. However even trusted customers machines can have problems that they do not know about themselves.

"We had one crane that initially looked good but needed axles and brakes refurbishing, which costed us €10,000. There can also be problems when transporting equipment back to the yard. A while back we purchased two 250 tonne and two 100 tonne Groves from the UAE. During the shipment to Rotterdam the boat encountered very rough seas off the coast of France. One of the machines on the deck broke its tethers and started moving around the deck, bashing into other machines including our cranes. By the time the boat landed all the equipment on that deck looked like it had been in a blender and the ship had holes punched into its hull. Nothing was salvageable. You have to be prepared for every eventuality."

Aerial lifts

When the company first started it was buying one and two platforms at a time. Over the past 5 to 10 years it has progressed to larger packages up to 300 platforms at a time, mainly from larger rental companies. With thousands of units, they have a lot of equipment to dispose of with constant fleet renewal. Some are geared up in house while others use a mix of used equipment dealers, auctions and end user sales. Viewing large numbers of machines before purchasing is challenging, especially in times of high utilisation. Many are therefore bought blind or by sampling a small cross section. While others have an employee

present when loading.

"There is a leap of faith but the sellers know that the process is ongoing so 99 percent of the time the machines are as described," says Whittstock.

Pfeifer buys platforms from all over the world as they can be shipped in containers at a reasonable cost. All purchased equipment is shipped to the Netherlands facility for checking, even if it is going to a buyer in the original country.

The good and the bad

So which access platforms are currently in demand?

"Young small electric scissors are getting very difficult to deal with because they are so cheap to buy new. Clients don't appreciate that prices have to be at a point where we can operate - €10,000 may buy a new 10 metre electric scissor but many owners want €6,000 for a four year old unit - there just isn't the margin for us."

Platforms currently in demand are large diesel scissors - 20 metres and above. Demand is fuelled by the increase in the type of construction they are used for and manufacturer's long lead times.

"Used mid-range 50 to 60ft booms are still popular probably because the rental returns do not justify the new equipment cost. I know of one large company that is refurbishing its own 60ft articulated booms because the returns do not justify replacing with new machines. Like the crane sector, the major global brands such as JLG, Genie and Haulotte are always a safe buy. For many years if you wanted a used Genie in the UK, you went





The company now buys large packages of equipment up to 300 machines

to AJ Access. If you want a used Haulotte you come to Pfeifer. We have specialised in the brand for many years and have a big following among Haulotte users around the world. There is nothing our technicians don't know about a used Haulotte. It may not have the best reputation everywhere, but the new products are great. There are very few used Chinese lifts in the market at the moment but if there were, I would be less favourable dealing with them. As with all used machines the critical requirement is can I get parts? Can I speak to someone to sort out a problem? So any product without a strong brand presence will struggle. Take Italian manufacturer Airo for example. The product is great, but every time we take in some of this equipment it takes ages to sell - in my opinion its primarily because of its lack of brand awareness and support infrastructure. Because of this, buyers will stick to safe brands such as Genie, JLG and Haulotte. One brand that has improved enormously with increased demand in Europe is Niftylift which is now up with the best. It has always been a good product but brand awareness has grown over the past four years."

As is typical in the used market Pfeifer does not offer a warranty on what it sells. "You could have a warranty, but you would pay for it," says Whittstock. "There are a few companies that offer a warranty, but similar machines are priced around 30 percent more than we would sell for."

Pfeifer also buys and sells construction equipment



Bare rental

Pfeifer also rents cranes and occasionally platforms on bare rental terms if it makes financial sense. Most of the crane rental fleet has been purchased new with recent additions of a new Liebherr LTR1100, MK140 and a Spiering's. Some of the fleet are used, such as a few of the 11 ex-Hewden cranes it bought at auction this year. After 12, 24 or 36 months in the fleet, the cranes are sold through its normal channels.

Lack of equipment

There is currently a shortage of 8 to 10 year old equipment, caused by the financial crisis when new equipment sales slumped. High utilisation rates also mean companies are keeping equipment longer. However Pfeifer fares better than most because it will buy any brand and any age and has strong established partnerships with many hire companies across Europe.

"While our aim is to sell equipment, we sometimes have to say to potential buyers that some items they are looking at is not for them - perhaps because it doesn't have the life span they are looking for. There are not many dealers that will do that!. We also encourage potential buyers to view the equipment, if not we try and give the best visibility with pictures and videos. A significant number of buyers do not come to look at the equipment, perhaps because we have a sound reputation in the used equipment market?"

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New Demag cranes signal new phase for Terex

C&A

Demag



The new Demag AC45 City

Terex Cranes launched several new cranes earlier this month, including the new AC 45 City. Is this the start of a new 'Demag' era for the company or is it just papering over the cracks? Mark Darwin reports from the company's facility in Watterscheid, Germany.

Over the past few years, Terex and Terex Cranes have had more than their fair share of problems and reorganisations. The appointment of John Garrison as chief executive two years ago and re-appointment of Steve Filipov a year or so later have been viewed by most as good moves to guide the company through a period of uncertainty.



John Garrison

The group which Garrison says has a "proud past and great future" was in desperate need of a transformation. He admits that it is still not perfect, but is striving to get better. The company went through around 80 acquisitions and a number of divestments over the past 25 years and has now boiled the business down to just three divisions - Cranes, Genie aerial lifts and telehandlers and Powerscreen materials processing. The remnants of its past left the company with "too many offices, facilities and footprints" which meant tough decisions on downsizing and simplifying. "In a complex world, we want to be easier to deal with" said Garrison. "All good things flow from

satisfied customers..."

Gone are the Construction, Material handling and Port services divisions leaving it to get used to living within its new \$4.5 billion revenues skin - a far cry from the Ron Defeo "\$10 billion by 2010" days.

Unfortunately Terex Cranes had way too many unsatisfied customers in recent years, thanks to unreliable products and customer service issues - particularly with the Challenger series of All Terrains - resulting in a loss of \$50 million last year. It needed a strong and rapid turnaround and got it in the form of Steve Filipov's 100 day plan. With the customer feedback requesting quality and reliability above all

else, the company has been working hard to change things, and says that it has resolved all the Challenger issues, with customers now benefitting from a retrofit kit that addresses the 97 defective areas.

But has it worked? As well as launching the new range of cranes, Terex invited more than 400 customers to Watterscheid to see and hear its new plans for the future.

"We had one UK customer with four Challenger cranes that had the retrofit upgrade and they now love them - and have ordered more new cranes," says Filipov. "The business has to be the right size for the revenues so we have closed facilities, restructured and reinvested. We don't want another Challenger."

Moving forward with the two crane brands - Terex and Demag - the team is upbeat about the progress made so far and the prospects for the future.

"Our third quarter financial results demonstrate the accelerating



The Demag AC 130-5 in production



The AC 300-6 at the launch

momentum across Terex. All three segments - Cranes, AWP and Materials Processing - increased sales, improved operating margins and grew backlog," says Garrison.

"Having completed the first element of our strategy - focusing the portfolio on our three core segments - our strategy deployment efforts are now concentrated on simplifying the company and implementing our 'Execute to Win' business system. Footprint consolidation progress in the quarter included completing the sale of manufacturing locations in Jinan, China and Bierbach, Germany. Used and refurbished cranes will be moved from Bierbach to the crane facility in Watterscheid, and parts will be run like a business and not an 'after thought', sharing the Genie facility in Roosendaal, the Netherlands which should be up and running by the middle of next year.



Forming boom sections



Demag AC 100-4L



Demag AC 300-6



The first production AC 60-3

New product launches and developments

The company also revealed several new Demag models that are, or will be available in the near future. These included the AC 45 City, AC 55-3, AC 60-3, AC 100-4 (L), AC 300-6, AC 500-8, the CC3800 Boom Booster and the PC3800-1. At the same time new tower cranes were announced, including the CTT 472-20 flat top and the SK 452-20 hammerhead and the T110 truck crane. Computer generated graphics of a new Demag AC 80-4 and Terex/Franca AT 40 articulated crane were also shown.

AC 45 City

The main launch for the event was the new Demag AC 45 City type All Terrain crane - a sector Terex/Demag abandoned in 2014. The first AC 25 was produced in 1997 but interest in the City crane was so big that Demag launched the AC 40 City just one year later. It went on to sell more than 1,000 units becoming the most successful model in its class. Terex says the new AC 45 City is based on the old AC 40 City, but in truth more than 80 percent has been changed and improved, including a new engine and cab.

The new three axle AC 45 City is compact, with an overall length of 8.68 metres, overall width of 2.55 metres and is just 3.16 metres high, but can be reduced to less than three metres if necessary. The short - 7.8 metre - base boom section also means it can work inside buildings with a relatively low overhead clearance, while keeping a steep boom angle. The fully extended

main boom is 31.2 metres, while swingaway extensions of 7.1 and 13 metres provide a maximum tip height of around 46 metres. The boom can telescope loads of up to 19.7 tonnes - double that of the old AC 40 City. The new crane is much easier and nicer to drive, with a more powerful MTU Euromot 4 engine and brand new cab.

Three axle load configurations are available and even the fully loaded crane weighs no more than 34 tonnes, easily within the 12 tonne axle loadings. When equipped with reduced counterweight total weight is about 26 tonnes, meaning axle loads of well below 10 tonnes.

The new City crane also features the Demag IC-1 Plus control system which calculates the cranes lift capacity for every boom position and actual outrigger set up, taking advantage of the extra stability when lifting directly over an outrigger jack. The system also includes an automatic counterweight detection function and for the first time offers the possibility of working with the IC-1 Plus when using the 1.3 metre runner for loads up to 25 tonnes and when telescoping under load.

Other features include an axle load and hook height indicator, cruise control, cameras for the load, hook and hoist monitoring and reversing. Remote control and storage boxes are also standard. The crane should be available next July.

AC 300-6

Replacing the AC 250-6 the new 300 tonne Demag AC 300-6 has an 80 metre main boom and can lift 15 tonnes to a height of 75 metres at a radius of between 18 and 22 metres making it ideal for tower crane erection. The AC 300-6 will be the smallest Demag crane to be equipped with a new luffing jib, which provides a maximum system length of 118 metres. Other models with the luffing jib option include the AC 350-6 and AC 1000-9.

Demag AC 55-3



As with the AC 45 City, the AC 300-6 features the IC-1 Plus control system and a single engine with stop/start function to reduce idle times and total engine hours. Overall length is 17.3 metres with a three metre overall width. The carrier has three drive variants and active all-wheel steering. On the road, axle weights range from below 12 tonnes to 16 tonnes with 800kg of extra payload for lifting accessories. Maximum road speed is 85kph. Delivery will start at the end of March 2018.

AC 55-3 and AC 60-3

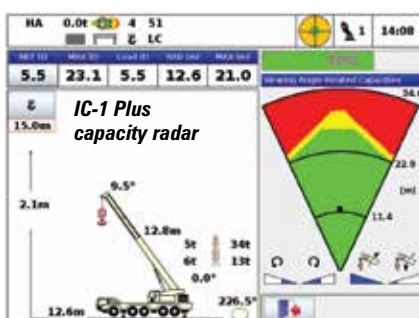
Announced earlier this year, the three axle AC 55-3 and AC 60-3 are now in serial production. Both use the 50 metre main boom with the AC 60-3 capable of taking a 16 metre extension which Terex claims provides the longest reach in its class. The boom can also be lowered to five degrees below horizontal avoiding working at height when reeving/setting up. The IC-1 Plus system allows asymmetrical outrigger positioning and at 11.5 metres long and 2.55 metres wide the cranes have axle loads from less than 12 to 15.5 tonnes. When necessary the AC 55-3 can be configured to meet 10 tonne axle weight restrictions. Other improvements include a new outrigger monitoring system, reduced weight and new engine.

AC 100-4(L)

More of a makeover than a new crane, Terex's most popular crane - the four axle Demag AC 100-4

(L) - has been updated with improved lifting performance, particularly between 20 and 25 metres radius with gains of up to 22 percent. As well as the IC-1 Plus control system the AC 100-4(L) has a similar design features to the new five axle cranes, simplifying servicing and boosting component commonality. The crane is still 2.55 metres wide with a 59.4 metre main boom.

The new cranes certainly appear to have the design and features demanded by today's more discerning end users and rental companies, but reliability and customer service will be the final arbiter. However sales figures over the past few months suggest that it has started winning back disgruntled customers.



IC-1 Plus



The outriggers have a new measurement system

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Sarens new super heavy-lift crane



Belgium-based crane and heavy lift specialist Sarens has launched its largest crane to date, the SGC-140 ring crane, which handles 2,820 tonne at 50 metres radius. The crane has been erected and is currently undergoing tests at the Port of Ghent, before being dismantled and shipped to Kazakhstan where it will be used on the Tengizchevroil (TCO) project on the north eastern shores of the Caspian Sea, lifting modules weighing up to 2,500 tonnes at a radius of 50 metres. The crane is truly European venture with parts and components coming from all over Europe.

The SGC cranes are designed in house by Sarens following its 2009 acquisition of Rigging International. There are currently two models - the SGC-120 and the new SGC-140 - but additions will include the 90,000 tonne/metre SGC-90 to be launched next year and the 250,000 tonne/metre SGC-250 due in 2019.

The SGC-140 is an updated, improved and stronger version of the SGC-120 which was launched in 2010, with boom lengths of 89, 118 or 130 metres and four different jib lengths - 40.5 metres, 64.1 metres, 87.7 metres and 99.5

metres. Improvements include more counterweight - now 4,000 tonnes - a reinforced boom and back mast, upgraded boom hoist and lift winches with more rope storage, improved power packs and a new ring and bogie design.

In addition to its impressive, useable maximum capacity, the crane and 118 metre boom can take 770 tonnes to a radius of 118 metres, while the double rams-horn hook block weighs 104 tonne and has a capacity of 3,200 tonnes. Sarens initially named the new crane the SGC-120-1, however there were so many changes while it also became

40 counterweight containers each weigh 100 tonnes



bigger - with 45 percent more capacity at 120 metres radius - that it made sense to rename it the SGC-140.

Installation process and components

The crane uses a 44 metre diameter ring made up of 64 steel mat sections topped by a dual beam and rail track. The machinery deck houses eight massive winches, six power packs a machinery/

electronics room, and a large operators cab plus 40 counterweight containers - each weighing 100 tonnes when filled with sand.

The size of this crane should not be underestimated - it is huge. However the company claims that it can be erected on site in six to eight weeks. The process begins by preparing the ground for the 44 metre diameter ring - ground bearing pressure of the fully erected crane is 25 tonnes/square metre. The 64 steel mats are then placed on the prepared ground, two heavy 'I'-beam rail supports are bolted on top and connected with lattice braces. The inner and outer



The crane uses a 44 metre diameter ring made up of 64 steel mat sections topped by a dual beam and rail track



The hook block weighs 104 tonnes and has a 3,200 tonne capacity



The rail tracks are bolted onto two heavy I beam supports.

The crane has four main winches, two boom hoist winches and six power packs



rail tracks are then clamped on top. The bogies are assembled on the rails and the machinery deck then installed on top with winches and power packs lifted into place. Next up the installation of the twin back mast using two cranes, one side at a time.

Counterweight containers are then filled with sand and stacked in place, the boom pinned to the main pivot point and boom hoist winches connected, ready to raise the boom.

There are four main lift winches and two boom hoist winches - all 40 tonne Zollern ZHP 4.36. The lift winches store 1,300 metres of 50mm rope, while the boom hoist winches have 2,100 metres. Maximum single line pull is 67.4

tonnes. Each of the six power packs have two Caterpillar diesels - one operating and one for emergency backup - providing hydraulic and electrical power throughout the crane.

The crane can operate in wind speeds of up to 22.4 metres a

second - that's 50 miles an hour! and handle out of service winds of 56 metres/second or 125 miles an hour. The crane is EN13000 compliant and it has been static and dynamic tested with 125 percent overloads.

Major changes over the SGC-120

include the ring which uses an ISO profile rail, (rather than a specially machined one), making it simpler to replace any damaged sections. The bogies are also to a new design and built locally in Belgium. The frame is similar but reinforced to cope with the higher capacities and larger counterweight. So while the overall profile of the crane is similar it is significantly different. Another major improvement is the reduction in the number of pin connections and hydraulic couplings, making erection/disassembly quicker and easier. The deck now includes built in service channels for hoses and wiring, making it safer to walk around.

For shipping the emptied ballast containers carry the smaller crane parts, while the largest component - part of the main frame - is eight metres wide, but weighs just 18 tonnes. The frame side beams weigh 24 tonnes. Given the size of some of the components and the reach required, the ideal assist crane is a 600 tonne Demag CC2800.

It took two gangs of 10 to 15 people three months to build the crane for the first time, with parts arriving from all over Europe. However with many components now remaining connected it will be far quicker to assemble on site in Kazakhstan.

The larger more modern cab.



Fully erected with 118 metres of main boom at the Port of Ghent

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More guidance in development

ALLMI is currently working on Guidance Notes covering lone working, onsite risk assessment for mobile engineers, and the requirements for loader cranes mounted to water borne vessels. The association is also planning a number of additional industry Guidance Notes for development in 2018.



They include documents covering kerbside deliveries, employee monitoring in relation to lifting team members, and thorough examination of loader cranes with specialist applications.

ALLMI technical manager, Keith Silvester said: "As is the case with all ALLMI Guidance Notes, the development of these documents is a direct result of engaging with members and ensuring that we are continually in touch with the evolving needs of the lorry loader industry. Should you wish to contribute ideas or if you have suggestions for guidance on other lorry loader related topics, please contact us."

Guidance Notes are available to download from www.allmi.com

ALLMI training for National Grid

National Grid, one of the world's largest investor owned energy companies, has opted to use the ALLMI scheme for its crane supervisors and appointed persons and has already put a number of its staff through the programme.

National overhead line operations manager Guy Johnson said: "Safety is at the core of overhead line operations for National Grid and is fundamental to our systems, procedures and working practices. Due to our high standards, and as the association's training programmes are synonymous with quality and industry expertise, earlier this year we decided to put our crane supervisors and appointed persons through the ALLMI scheme. As a member company this was a logical step for us as it built upon the ALLMI operator training that we already had in place within the business."

ALLMI chief executive Tom Wakefield added: "Companies and sites continue to actively look for personnel holding the ALLMI card and demand is stronger than ever across numerous fronts, which directly reflects the quality and credibility of the scheme. ALLMI training has a unique standing in the lorry loader industry. However, the association never rests on its laurels, continually working hard to raise standards and engaging with industry experts to ensure the training programmes remain relevant, up to date, and the benchmark for safety and best practice."

Should you require advice or guidance on any lorry loader related training, please contact ALLMI.



National Grid has adopted ALLMI's Crane Supervisor and Appointed Person training



c&a ALLMI focus

Industry careers website area

ALLMI's planning for a new 'Industry Careers' website area continues to take shape. Aimed specifically at promoting careers in the lorry loader industry to young people, the website area will also facilitate their contact with ALLMI member companies, as well as providing information for educators/careers advisors. The association has also surveyed its members to assist with the development process.

ALLMI chairman, Mark Rigby said: "For the Careers area to be effective in achieving its objectives, we obviously need significant input from members regarding the required content. For this reason, we recently concluded a survey asking for feedback on various topics, such as the industry roles members would like to see promoted to young people, and what the requirements of those roles are in terms of job content and desirable personal attributes, etc. The survey also helped us to identify member company employees ideally suited to feature as one of the website area's video 'Profiles' for a particular role, which will provide young people with more of an insight and give them inspiration by demonstrating what they could go on to achieve."

"Conducting the survey has been an invaluable and insightful process and, using the information gathered, we now look forward to taking the next step in this important project."

Should you have any views or suggestions on the content of the Industry Careers area, please contact ALLMI.

New ALLMI auditor

Paul Wright has joined the ALLMI Instructor Auditing team. Wright has spent more than 25 years in the lorry loader industry, working with an installer/repairer and more recently a fleet owner, where he has been delivering ALLMI training to a wide variety of end users, which will be invaluable in his new monitoring role. Speaking of his appointment he said: "My strong industry background, as well as my instructor experience and, of course, the insight I gained from completing the Auditor Development Programme, is serving me well and I am enjoying being part of a team which has a direct and positive impact on the safe use of lorry loaders."



Paul Wright



For details of ALLMI standards, guidance documents and training, visit: www.allmi.com



Vertikal
Press

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We would like to thank all of our readers, sponsors and contributors, for the fantastic support that you have given us this year, all of which helps to make this and our other publications and events what they are.

Wishing you all a very happy Holiday season and a happy, healthy and prosperous year in 2018.

From all of us at the Vertikal Press

IPAF welcomes new standards

IPAF has welcomed the introduction of updated British standards regarding the safe use of Mobile Elevating Work Platforms and Mast Climbing Work Platforms. The new standards - BS8460 and BS7981 - supersede the 2005 and 2002 versions respectively which are withdrawn.

Some of the main changes to BS8460 include: enhanced guidance on risk management, loading and unloading machines, understanding new safety features and fall prevention during machine maintenance. There is additional guidance on warning symbols and annexes in the standard on self-familiarisation and rescue plans. The new standard takes account of EN 280 which specifies design calculations, construction standards, stability criteria, safety, examination and testing requirements and was drawn up with the participation of HSE representatives and feedback from IPAF and its members. The new standards can be purchased online at <https://shop.bsigroup.com/ProductDetail/?pid=00000000030341838>

Andrew Delahunt joins IPAF

IPAF has appointed Andrew Delahunt to head its global Technical & Safety department. Starting in January he will be based at IPAF's office in Basel, Switzerland and joins the federation from Haulotte where he is currently worldwide safety & homologation manager at its headquarters in France. Prior to taking up his current role in 2015 he was product safety manager Asia, based at Haulotte Australia in Melbourne, having joined the company in 2011. Before that he spent more than a decade as an engineer with Kenworth Trucks and Volgren Australia.



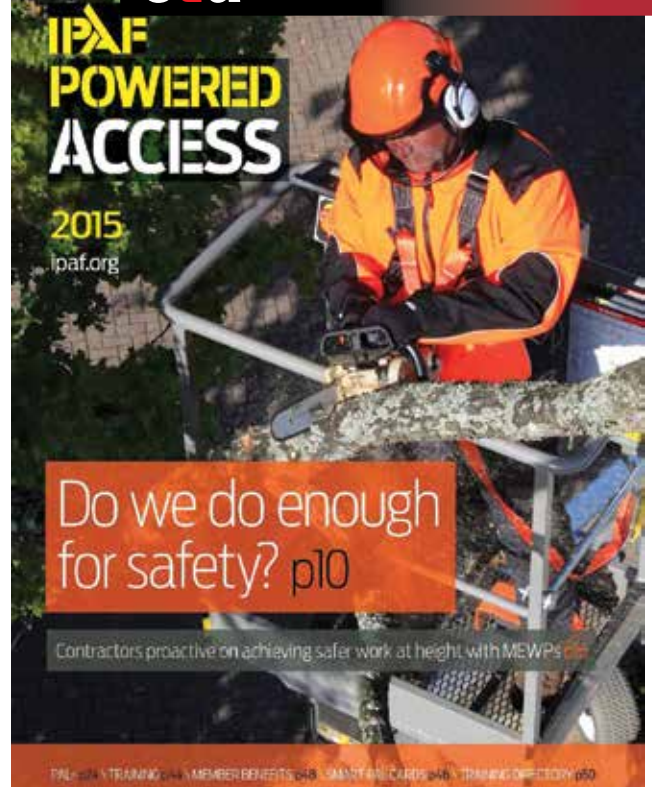
Andrew Delahunt

Chief executive Tim Whiteman said: "We are delighted to announce Andrew's appointment, following an exhaustive recruitment process to source the best talent for the role. IPAF is the go-to organisation in the powered access industry when it comes to technical guidance and developing and interpreting new safety standards, so it was vital to appoint the right person to this role. Once he is on board, IPAF's Technical & Safety department will be fully staffed again and will continue to provide an invaluable resource to members and support IPAF in its ongoing mission to ensure powered access is as safe and effective as it can possibly be."

Delahunt added: "Everyone in the powered access industry is aware of IPAF and the vital role it plays in promoting the safe and effective use of powered access equipment for all types of work at height, so I am thrilled to accept this role. The work IPAF does is absolutely critical and I believe I will be able to bring skills and experience garnered over many years in the industry to help move the global technical and safety agenda forward. My background as a qualified engineer who has worked for a major manufacturer will provide a useful perspective for my IPAF colleagues, as we are seeing increasingly sophisticated technical specifications, capabilities and standards across our industry. I look forward very much to taking up this new challenge in my career."

PDS programme keeps IPAF instructors up to date

IPAF has concluded the UK portion of its annual Professional Development Seminars with 250 attendees across the two events at the Metro Centre Gateshead, on 18th October and Abingdon, Oxfordshire on the 7th November. Speakers included Dr Ioannis Toutoungi, a safety and behavioural consultant who works with Network Rail, Daniel Campling, test & validation engineer for Niftylift who talked about advances in hybrid technology as well as members of IPAF's training, audit, technical & safety departments. Other PDS events are scheduled for other countries during the remainder of 2017 and into 2018.



IPAF's 'Powered Access'

IPAF has announced that its annual Powered Access magazine will be published and distributed in the last week of February. More than 30,000 copies will be printed and distributed in the UK along with the March 2018 issue of Construction Manager, the magazine of the Chartered Institute of Building.

Matt Fearon to speak at Elevação

Terex AWP president Matt Fearon will be the headline speaker at IPAF's annual Elevação conference in São Paulo, Brazil this February. As in previous years, the event is spread over two days, with Monday 5th February comprising a conference with lectures on safety, technical guidance, business insight and the economics of the powered access sector. IPAF's Brazil Country Council will also hold its AGM that day. The following day consists of a Professional Development Seminar (PDS) open to all instructors and managers from IPAF Training Centres across the region. The event will feature simultaneous translations in Spanish, Portuguese and English. For more details please see www.ipaf.org/events



Matt Fearon

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Telehandler platform fall costs £1,758

A UK builder was fined £1,200 plus £558 costs after the platform of his telehandler broke free dumping three men on the ground. In December 2015, Jeremy Waudby was contracted to construct a hen house at Argham Fields Farm, Yorkshire.

He subcontracted A L Cladding to do the work and provided his own telehandler and platform attachment for the work at height involved. Three A L Cladding employees were working from the platform when it detached from the forks dropping five metres to the ground. One man suffered injuries to his head, shoulder and his kneecap was shattered, while another - his father - fractured three vertebrae and sustained a head wound which required 12 stitches. The platform had not been connected according to the manufacturer's instructions with only one of the three separate mechanical attachment clamps installed.



CrewSafe competency verification



The Crane Industry Council of Australia (CICA) is trialling new CrewSafe software which allows Verification of Competencies (VOC) to be stored online and accessed by employers and site managers from any computer or via a mobile app. VOCs have been introduced so that employers and contractors can verify if someone is competent to work safely with a specific crane model or type, given that some licences allow the operation of crane types that were not part of the test. However, each contractor or site has its own verification method, often by a safety officer who has never seen the specific crane type before.

CrewSafe is a peer review system where an operator assesses and records another operator performing tasks on a crane including prestart checks, setting up and rigging, driving the crane and lifting a test weight through an obstacle course. An assessor must hold a licence for the specific crane/type and be CrewSafe certified. The verification test is recorded and can be accessed online.

Scaffold fall costs £3,240

UK builder Nicholas Lawrence Birkin has been fined £2,400 plus costs of £840 after one of its employees fell from a scaffold in Heanor, Derbyshire in April. The man was using an electric hoist to lift roof tiles up to the scaffold and a 1.6 metre length of guardrail had been removed to facilitate the unloading. While attempting to tighten the fittings securing the hoist, the man fell five metres to the ground fracturing his eye socket and wrist and requiring 40 stitches to his face.

HSE inspector Andrew Bowker said: "This incident could have been fatal, Birkin failed to provide other means of falls protection once the scaffold guardrails had been removed. After the accident, the defendant hired a conveyor-type tile hoist which has enabled the job of lifting roof tiles to be done with the scaffold guardrails still in place. This has delivered a safer and more productive site at relatively little cost."



Signalling demo in Mammoet's Academy yard

Mammoet USA training accreditation

Mammoet USA's academy has become an Accredited Assessment Centre (AAC) and an Accredited Training Sponsor (ATS) for the National Centre for Construction Education & Research. The company was also asked to be part of the board of subject matter experts for the crane and rigging industry to update the core curriculum.

The NCCER has three forms of rigging training, Basic - for any level, Intermediate - for experienced riggers and supervisors and Advanced - for senior supervisors and engineers. The Basic training is 40 hours rising to 65 hours for the Advanced.

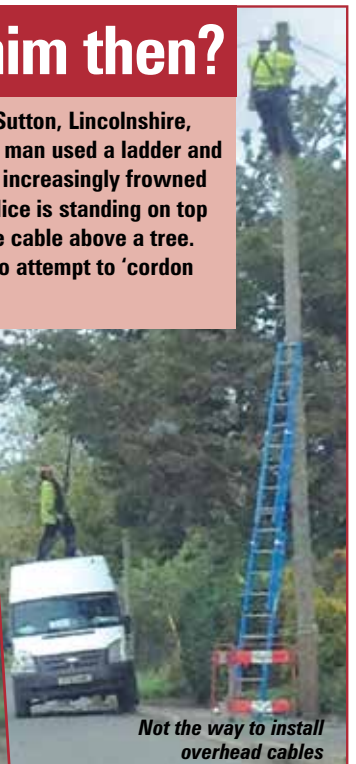
Mammoet USA training specialist Ed Burke said: "While many of the attendees have been in the industry for a number of years, there are aspects of the basic rigging that they have never been exposed to. In most classes, seasoned individuals are able to contribute by sharing their experience and coach those that are new."

Who trained him then?

Two men spotted last month in Long Sutton, Lincolnshire, UK, installing an overhead cable. One man used a ladder and harness to climb the pole - a practice increasingly frowned upon - but more critically his accomplice is standing on top of their van and using a pole to lift the cable above a tree. The van is parked in the street with no attempt to 'cordon off', or alert passing motorists.



Standing on the van



Not the way to install overhead cables

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GOING UP IN THE WORLD

A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth

Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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A week in the life of towers

The fifth annual Tower Safety Week is now over. The only event of its type in the work at height sector, it ran this year from the 12th to 17th November and attracted enthusiastic support from PASMA members, tower users and the public across the UK.

With the theme 'Working well with towers', this year's campaign promoted height safety, developed industry knowledge and skills, and connected with a wide range of industries that use towers, from building and maintenance to facilities management and retail. Tower users everywhere were asked to show their support for height safety in general and tower safety in particular.



Events and activities organised by PASMA members were supported by specially produced tower infographics, the latest PASMA app and, new for 2017, tower inspection toolbox talks delivered by PASMA training centres. This year also saw the return

of old favourites including the 'High Tower Challenge' and the 'Tower Selfie' competition. In addition, Tower Week partners delivered CPD instructor open days designed to keep PASMA training instructors abreast of the latest developments in tower technology, design and safety.

Taking the opportunity to visit as many PASMA members as possible over the five days, chairman Gillian Rutter said: "PASMA is the organisation that knows mobile towers, and cares about the people who use them. The more people who think and talk about the towers they are using, the safer they will be... and that's what PASMA Tower Safety Week is all about."



PASMA Middle East Conference 2018

Following the success of the inaugural PASMA Middle East Conference, the Association has announced that a second event is planned for 2018 at the Marriott Hotel Al Forsan in Abu Dhabi on 14th March.

Comprising presentations, discussion panels and practical demonstrations, the conference will build on the success of the first event with a view to delivering knowledge, guidance and best practice advice on all aspects of working safely with towers.

Potential delegates can register their interest in attending by visiting the PASMA website.



Trevor Fennell 1944-2017

PASMA and the Access Industry Forum (AIF) were deeply saddened by the recent death of Trevor Fennell, the owner of Fentech Access Consultancy & Training Services and long serving secretary of Forum member SAEMA, the Specialist Access Engineering and Maintenance Association.

He played a major part in the creation of the Forum and was a key contributor - through various official committees - to the development of UK/European product and safety standards. His contribution to the work and role of the Forum over many years will be sadly missed.



Trevor Fennell

BS 8620 low level work platforms

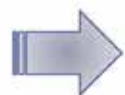
BS 8620, the full British standard for low level work platforms commonly referred to as pulpits and podiums, was published at the end of 2016, replacing the Publicly Available Specification PAS 250.

PASMA members played a significant role on the drafting panel of designers, manufacturers, suppliers, users, regulators and safety professionals.

The introduction of BS 8620 means that low level work platforms that are compliant with the new standard now offer an even safer method of working at height.

PASMA is quick to point out that the conversion of PAS 250 to a full British standard does not mean that existing PAS 250 compliant platforms are now obsolete. "Far from it," says PASMA's technical committee chairman, Dougie McCombie. "You can continue to use PAS 250 type-approved podiums and there is no necessity to change product immediately. You can introduce the upgrade when the time comes for replacement."

PASMA has produced a guidance document on the transition from PAS 250 to the new standard. It is available on the PASMA website www.pasma.co.uk/bs8620



PASMA and the AIF

A founder member, PASMA remains a leading and committed part of the Access Industry Forum, the forum for 11 trade associations and federations dedicated to the work at height sector.

Members currently include: ATLAS, BSIF, EPF, FASET, IPAF, IRATA, Ladder Association, NASC, PASMA, SAEMA and WAHSA.

The Forum advances safety and best practice by:

- Establishing the position of the industry on legislation and regulation.
- Collaborating with other trade and professional bodies including the Health & Safety Executive.
- Creating awareness and understanding of industry legislation and regulations.
- Promoting the link between professional training and competency in the workplace.
- Championing a system of accreditation whereby all users of access equipment produce formal and independent proof of training as issued by AIF member organisations.
- Providing knowledge and information.

Visit www.accessindustryforum.org.uk for more information.



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



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"HSE welcomes the introduction of this into the CISRS scheme... it will have a positive effect, particularly for those who may not have received any formal training for years."

Ray Cooke, Head of Construction Sector Safety Unit, HSE

For further information go to:

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CISRS
CONSTRUCTION INDUSTRY
SCAFFOLDERS RECORD SCHEME

NASC now SSIP accredited

The NASC is now a registered member of Safety Schemes in Procurement (SSIP). The decision to apply for SSIP accreditation was made earlier this year on the basis that it would add real value to the membership, and over the summer a plan was implemented by the NASC to achieve accreditation.

A working party consisting of NASC president Alan Lilley, Audit Committee chairman Mel Archer, auditor Alastair Mackenzie, and membership manager Jamie McGuire along with external consultant Darren Male of Quensh Consultancy, was set up to review the Health & Safety section of the NASC audit process and make the necessary improvements in order to comply with PAS 91 Criteria, which is the standard for construction related procurement and pre-qualification questionnaires.

As part of the improvements required by SSIP, the audit process was moved entirely online to make the submission of information easier for the contracting company, and easier for NASC to assess the information.

Following successful audit by SSIP and subsequent integration of information to the SSIP portal, membership was confirmed last month.



NASC is now SSIP accredited

High profile speakers for NASC AGM and ball

Business woman and co-star of BBC television programme 'The Apprentice' Karren Brady will be one of two speakers at the Annual General Meeting and ball. Brady built her career in the male dominated world of football and is a champion for women in business, skills and diversity. Her appearance at the AGM hints at the NASC's key objectives under new president, Des Moore. As in the wider construction industry, the scaffolding sector has a poor record in attracting women into both on and offsite roles, and also faces challenges in attracting and retaining skilled young people. She will also present the NASC Apprentice of the Year Award.



Karren Brady

The evening event will also feature Mohed Altrad, the Syrian-born French entrepreneur, founder and chief executive of the Altrad Group. Altrad has faced many of the challenges and opportunities that the business owners in the NASC frequently contend with. As a successful entrepreneur who has made a considerable investment in the UK, his appearance reflects the NASC's commitment to helping its members of all sizes grow their businesses. During the evening he will also present the new Project of the Year Award.



Mohed Altrad

CISRS Advanced Accreditation for AIS Training

AIS Training has successfully completed its accreditation audit for CISRS Advanced Training, making it a fully accredited Construction Industry Scaffolders Record Scheme Provider.

The accreditation provides scaffolders in the Tyneside, Wearside, Durham and Northumberland regions with local provision for the full range of CISRS courses from Scaffolding Labourer, Apprenticeships to Advanced Scaffolder in addition to inspection, Supervisory and CPD/refresher training.

Paul Attrill, head of training and education at AIS Training, said: "We are delighted to receive this approval from CISRS. Recent reports show the construction sector is suffering huge skills shortages, with scaffolding cited as a key area. Our scaffolding centre is tackling these shortages by providing high quality, industry approved training from basic through to the highest levels. We have delivered hundreds of commercial courses for businesses across the region and have successfully trained 39 scaffolding apprentices, with another 78 on our books. Scaffolding really is a phenomenal success story for AIS Training."

AIS has offered a wide range of Industrial and Offshore related training across the UK, with locations in Humberside and Aberdeen. The courses on offer are endorsed by the world's leading trade associations including IRATA, OPITO, SPRAT, MCA, IOSH, ECITB, Complex, GWO and RenewableUK.

More recently AIS has concentrated on developing its scaffolding training provision via CISRS accreditation. Investing more than £1million in the past 18 months, it has created a first rate facility at its centre in North Shields.

CISRS Accreditation auditor, Trevor Donoghue adds: "AIS Training has developed a fantastic facility for scaffolding skills here in the North East. The centre is now accredited to deliver the full suite of CISRS scaffolding courses from basic through to advanced qualifications and inspections. This is a fantastic asset for local companies, where they can get all the training they need to keep their teams safe and competent."

AIS continues to seek additional funding in order to help subsidise the cost of CISRS training and has recently offered several fully funded CPD refresher courses for locally based scaffolding companies and their staff.

Trevor Donoghue of CISRS (L) and Paul Attrill of AIS



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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Established in the 1960s, CISRS is the industry scaffold training scheme with 60,000+ UK card holders & 4,500+ Overseas.
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Removal of exemptions from MOT tests

In late 2014 and early 2015 the Department for Transport (DfT) consulted industry about removing some of the current exemptions from roadworthiness testing. The CPA consulted members and responded on their behalf.

In May 2016 the CPA met representatives from the DfT to find out whether or not some of the current exemptions were to be removed and to clarify the position regarding mobile cranes. At the meeting the DfT stated that they were likely to remove the exemption from those previously exempt categories mounted on standard commercial vehicle chassis, but that the exemption would remain for those vehicles, such as All Terrain mobile cranes, which fall into the Special Types (STGO) category.

Since then CPA has been keeping in contact with the DfT and on the 14th September it published its response to the consultation which can be downloaded at www.gov.uk/government/consultations/hgv-periodic-testing-and-inspections-exemptions

The document confirms that current exemptions from MOT testing for certain categories of vehicle, where they are based on an HGV Chassis. These include:

- Mobile cranes
- Break-down vehicles
- Movable plant or equipment being a motor vehicle or trailer not constructed primarily to carry a load, especially designed and constructed for the special purposes of engineering operations



- Trailer type drying or mixing plants
- Tower wagons - truck mounted aerial work platforms
- Road construction vehicles based on an HGV chassis

The DfT document states: "Based on a HGV chassis' means vehicles that we would consider to be subject to European Community Whole Vehicle Type Approval (ECWVTA) (if brought to market today) as category N2, N3, O3 or O4 vehicles."

The above categories which are not based on an HGV chassis, such as most All Terrain cranes, continue to be exempt from MOT testing.

The planned date for implementation is May 2018, which would mean that any vehicle from which the current exemption is removed will have to have a valid test certificate by that date. The association has responded to the DfT requesting a longer transition period to allow vehicle owners to arrange testing in a timely manner. The CPA will continue to maintain the dialogue with DfT and will publish updated information as it becomes available.



C&A

CPA

Tower crane installer assessor programme



Tower crane erection

The CPA and CITB are working together to help employers overcome a shortage of skilled and accredited installers for tower cranes, construction hoists and

similar equipment. The long term aim of the programme is to have sufficient infrastructure in place for assessment to meet future demand for installers. The current problem is in part caused by a shortage of assessors, meaning that some installers have found it difficult to gain NVQ or SVQ qualification.

The CPA has secured CITB funding to help employers support members of the workforce to become assessors. The CITB will fund the assessor training and will ensure that participants are supported by both the CITB and the awarding organisation to achieve the assessor qualification. Funding is also available to help installers achieve an NVQ qualification at level 2 or 3. Sectors can work with an existing assessment centre, or develop their own centre.

E-mail rob.squires@cpa.uk.net if you are interested in this programme.

New President for CPA

At the Construction Plant-hire Association (CPA) Annual General Meeting in October, Brian Jones was elected as president of the association for the next five years. Jones has served as chairman for six years, at the same time Steve Cormack of Nationwide Platforms was elected as the new chairman.



Brian Jones

Jones said: "The CPA is the UK's leading trade association in this sector, and my first task as president will be to help prepare the association for the next phase in its development. Our chief executive Colin Wood has made a decision to step down from the position at the end of the first quarter of 2018, and we will begin the process of recruiting a new chief executive immediately. We intend to build on the excellent work that has been done by Colin and his team, and to continue to support our members and the sector to face the challenges that lie ahead."

Other changes at the AGM included: Steven Mulholland of Mulholland Plant Services being elected as vice chairman while long standing CPA Council member Danny Griffin was made a Life Member and Bob Collins of Stokey Plant moving onto the role of immediate past president.

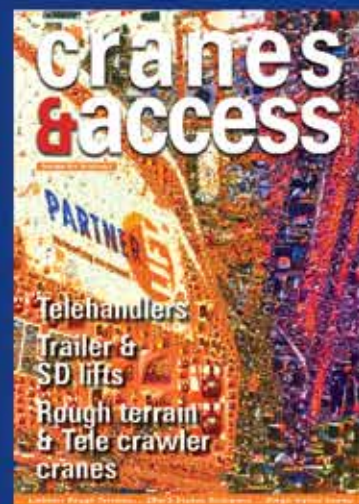


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Lifting frame

This is a 1:50 scale model of a lifting frame with a nominal capacity of 720 tonnes and it is made by YCC Models. The original equipment manufacturer is not identified, however it looks like those produced by Hydrosplex - now part of Enerpac. The model is in the colours of Sarens, the Belgian heavy lifting specialist.

The model comes in a fairly plain box with high quality foam rubber protecting the parts. There is no information about the real machine or model, and no instructions. However assembly is straightforward, although a photo or sketch of the assembled model would have been helpful. Some spare pins and two tools are included.

The model comprises sections of metal track which are pinned together, and four bare cylinder jacking units. Each one is highly detailed. There are tiny rollers underneath, so they roll along the tracks smoothly, and the 'pusher' cylinder can extend and retract. The hydraulics have rubber hoses and the casting details are very good including non-functioning lifting eyes, fine grab rails and a detailed equipment and console area. There are realistic small graphics/decals around the units.

The lifting cylinders are well engineered in three stages and extend easily while the head rotates. The locking system is by means of a small Allen key turning very small grub screws, although some were a little stiff initially.

The main beams are heavy-sections, with a safe load graphic. Brackets fit over the beams and four heavy strap guides are supplied for using on loads, however no straps are included with the model which is a pity.



Lift cylinders detailed with hoses

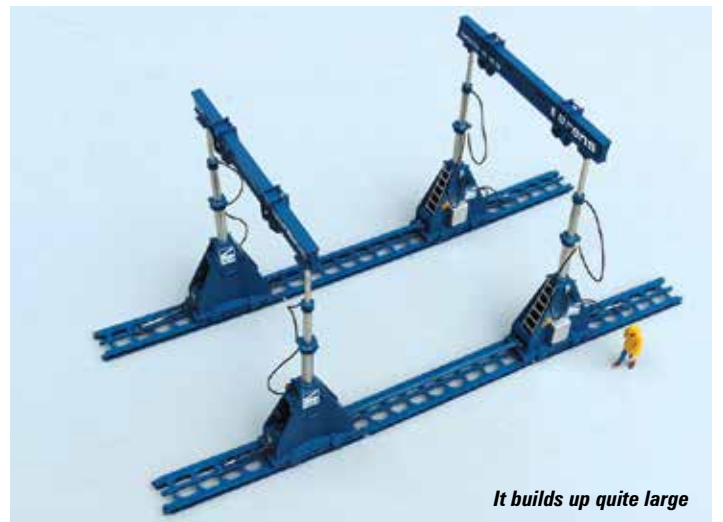
Overall this is a very high quality model with small parts which have to be handled with respect. It can be posed as haulage loads, or when assembled the frame is sturdy enough to handle a heavy model load although care has to be used to make sure lateral loadings are not applied to the frame. Quite a large and detailed model results when it is built up and it can be obtained from the Sarens Shop (<https://www.sarensshop.com>) for €139.

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

Cranes Etc Model Rating	
Packaging (max 10)	6
Detail (max 30)	27
Features (max 20)	15
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	79%



The parts as a haulage load



It builds up quite large



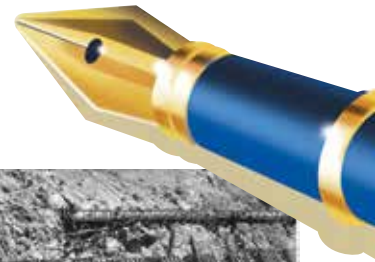
Detailed graphics

Nice cabinets



Lifting a six axle Tadano

Readers Letters



Access and carnage in tree care

I was interested to see the article in this month's magazine - 'Warning Tree Sector at Work' and would have appreciated more coverage than you gave it. In case anyone was not already aware the tree industry is one of the most dangerous from many aspects, of which working at height and lifting tree segments down in restricted spaces are merely two. Looking at the accident reports you write up on Vertikal.net, you could be forgiven for thinking that tree workers pay less attention than other industries when working at height. The thing is though, that tree workers are constantly working at height - it is the nature of the business, while others might do so only occasionally. And while cherry pickers are more widely used than they were - as you point out - most work is still carried out by climbing as your interview with Fletcher highlights. Tree workers are for the most part very skilled at climbing trees, with or without harness and climbing aids, and very sure footed. For many of the younger entrants and a good many middle aged tree men, the climbing is quietly seen as a side benefit of the job! There are falls for sure, but when you take into consideration the number of hours the average tree worker spends at height, they are comparatively safe.

Conversely when cherry pickers are used it all changes, the bravado that can make a good climber does not convert well to the safe operation of a platform, where a bit more forward planning and care of outside factors is needed. For example, accidentally contacting power lines is probably more likely to happen when a tree worker is using a platform, when and he pushes the basket though the branches and touches an unseen line. When climbing your senses are more alive and focused, even if you do not see the wires, you can virtually feel them and certainly hear them, well before you touch them. The other cause of near misses and damage, if not accidents, is the inadvertent dropping of a limb onto the platform or boom tip, either breaking it or bouncing the occupant out of the cage, if he is not tethered in, or in some cases the impact causes a chain saw injury.

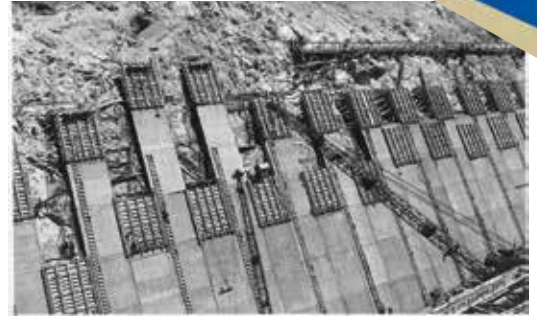
You will also see men standing with one foot on the guardrail of the basket and the other on the tree. A falling limb hits the boom and your man is almost sure to fall. All these considerations along with the added costs and you can see why take up is not greater than it is. The biggest benefit I can see from cherry pickers is that older tree men can keep doing the work they love, long after they have lost the passion and legs for climbing. And these older guys are usually - but not always - the more careful and more experienced, and therefore better arborists all round.

If the access platform industry wants to increase the use of these machines in tree work, a different approach is needed, I am not sure what that is in your mind but a first step might be to understand better how the work is done, and to work more closely with local tree care companies. One thing I would like to see from Cranes & Access is an article where one of your reporters spends a couple of full days with a tree crew and really see how it is all done and what goes on?

Keep up the good work

Nathan Rodgers

We appreciate the feedback and yes we would like to do something like this, we just need to find a tree company that will agree and then draw straws to see who gets to do it from our side!



Marion crane and shovel - historic footage

The US-based Historical Construction Equipment Association (HCEA) has written to say that it has compiled a new DVD from 11 original 16mm films featuring Marion cranes and shovels along with products from Osgood Company, which Marion acquired in 1955 and Quick-Way, which Marion acquired in 1964. The films include Marion cranes at work on the Boulder Dam in the 1930s, and approximately playing time is 110 minutes.

The DVD can be ordered from the association's web site for \$25, you will also find other merchandise including the annual calendar. All proceeds go to the charity which aims to preserve old construction equipment and association material.

<http://store.hceastore.com/index.html>

So what crane is this?

Hi Leigh,

While visiting the British Motor Museum at Gaydon today, a friend showed me a 1960's photo of German made Kaebler 6x4 truck in Sparrows Crane Hire livery pulling what looked like a Self-Erecting Tower Crane. I have never seen this Sparrows truck nor the self-erector before, with corners of the long bonnet on the Kaebler cut away so that driver had good view down to near side front and offside front corners etc... Any ideas on what this Kaebler might be?

Also looks like both front windows were broken by unknown vandals. Would you be able to date this by year please?

Kind Regards
Mike Ponsonby

We responded that this looks like the Liebherr AUK 120 dating from 1965.



Tribute to a young crane enthusiast

A crane enthusiast in the UK, who suffered from autism and epilepsy but has watched cranes in and out of the ABA Crane Hire depot in Walsall for the past 20 years, passed away suddenly in October, age 35. At his funeral this month he was given a big send off, with four ABA cranes joining the cortege.

Ben Lawton has greeted crane operators every morning and evening as they passed through the gates of ABA Crane Hire in Walsall since he was 14, and only stopped when he suddenly stopped breathing, although the cause of death is unknown. Lawton's coffin was transported in one of ABA's vans, and was joined in the convoy by three Grove All Terrain cranes and a Kato city type All Terrain crane, from the ABA fleet, following a request from his father. Finally at the crematorium members of the ABA team carried his coffin on the final part of his last journey. ABA Crane Hire owner Anne Baggott said: "It was such a sad story. Ben would be there day after day. He knew every crane, knew all the drivers and engine noises. He even had his bike painted in our green colours. The cortege went according to plan and I think his father was really overwhelmed - it just blew him away. Ben would have been absolutely thrilled, it was a good send off - he would have been pleased."

ABA's John Rowley added: "He would be there when the first crane came out in the morning, and he'd still be there when the last crane came in at night. I would stand on the gate with him and we'd hear a crane coming and he'd say 'here comes Big Jim'. He knew the sound of every crane and the driver's name."

His father, Steve said: "When he was little his bedroom overlooked the

crane yard. He could see the cranes gathering and used to stand at the window looking through the glass. My wife ran a business opposite ABA and Ben got to know them that way. Once he was a teenager he would get up at five or six in the morning, go to ABA and stay there all day. He knew everything about them. When Ben got to know somebody, it tended to be quite a deep relationship that developed. I think because of his autism, if something was in his head he became very driven towards it. He was a lovely young man, he was very happy.

He found it difficult in social situations, but if he did get to know someone, he had deep feelings for them. I knew he used to go up to ABA but wasn't aware how strong the relationship was. I didn't know how fond they were of Ben, it blew me away really, it's incredible. My neighbour told them Ben had passed away and they came over."

Simon Ward crane operator at the company, said: 'Ben would stand outside the gates, waiting for cranes to come back in. He was always there, and now all of a sudden he's not there. It is really strange and quite sad. He was the crane oracle. That's why all of us want to do something to pay our respects. He was very special and will be missed by everyone in the local community.'



Ben Lawton



Malcolm Lawton 1935-2017

Crane and access industry veteran Malcolm Lawton passed away on Saturday October 4th, he was 82.

Lawton spent most of his working life working in the crane and access rental industry, having joined Greenham Plant Hire after a fairly short football career as a left back with Leeds United which he joined as a junior in 1953 and then Bradford Park Avenue, where he made 113 appearances with the club, but suffered a complicated ankle injury during a match with Crystal Palace in March 1963 which put paid to his football career. He then joined Greenham Plant Hire, which became Scott Greenham, following its acquisition by the Scott brothers, who appointed him as sales director. He later became sales director of PTP Aerial Platforms after it was acquired by BET around the same time as it acquired Scott Greenham. He is survived by his wife of nearly 60 years, Doreen.

Ex-colleague Ray Ledger wrote: "Malcolm worked with me for many years and was the most genuine person you could meet. He was a brilliant sales director in cranes and access and was loved and respected by so many customers. He adored his family and football second. We spent many happy hours together at Leeds United matches. I send my deepest sympathy to Doreen and his family."



Malcolm Lawton pictured second from the left

RIP Boss

June 1st 1989, my first day in powered access as the new rep at PTP Manchester the boss said to me 'listen son, you'll never get a rollicking for putting a machine out on hire' and promptly gave me an A4 spec book thicker than the bible followed by 'away you go son'. I guess that was training over with so off I went strutting across the yard like Cantona, jumped in my C reg Orion and with my new 6k salary I'd made it! My first hire was a Pegasus dumper mount at Strangeways prison. I hired it out too cheap and yes got a right rollicking!! I'll never forget that day and the many many customer outings that followed with the boss. He was my second dad, my mentor and leader and despite the endless football stories and many a row over the Leeds & Man United rivalry as I progressed through the ranks the boss never wavered in his support he was genuinely proud of my continued career achievements and his part in it.

RIP boss thanks for everything and my loving thoughts go to his beloved Doreen, family and the grand kids he absolutely adored.

Darren Kesterton

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October, 2019
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35 t Grove GMK 2035	2004	4x4x4	29,00m
45 t Faun ATF 45-3	2006	6x6x6	34,00m + 15,20m
50 t Grove GMK 3050	1999	6x6x6	38,10m + 15,00m
50 t Grove GMK 3050	2004	6x6x6	38,10m + 15,00m
50 t Terex-Demag AC 50-1	2007	6x6x6	40,00m + 17,60m
55 t Grove GMK 3055	2006	6x6x6	43,00m
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140 t Terex-Demag AC 140	2006	10x8x8	60,00m + 17,60m
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200 t Terex-Demag AC 200-1	2004	10x8x8	60,00m + 33,00m
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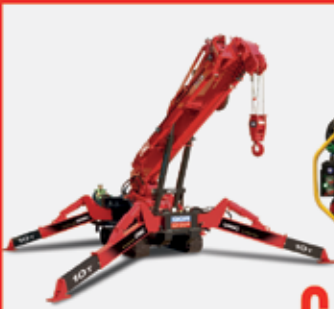
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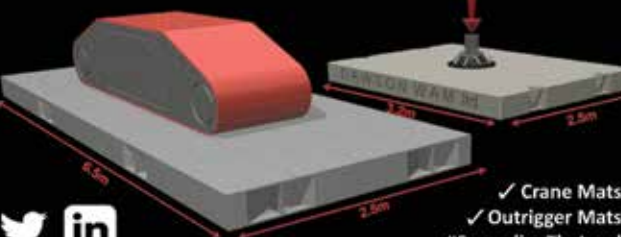
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Platform Rental

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.abbaplanthire.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 Lifttuleie 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
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.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
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.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/
North American Rentals	www.bigbooms.com
Rothlehner	www.rothlehner.com

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Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Rival	www.rival.com/used
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
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DENKA Narrow	www.rothlehner.com
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High Access Hire	www.highaccesshire.co.uk
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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.arnold-schwerlast.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

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Wagenborg Nedlift, NL	www.wagenborg.com

Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
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Haulotte	www.haulotte.com
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VHS Vissers Heftruck Service	www.vhsblad.nl

Telehandler Rental

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Mr Plant Hire	www.mrplanthire.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

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

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Crane Hire

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 ABBA www.abbaplanhire.co.uk
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 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
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Self Erecting Tower Cranes

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

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London Tower Cranes www.londontowercranes.co.uk
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Heavy Lift Management

DWLS www.dwls.co.uk

Heavy Lift Planning & Risk Analysis

DWLS www.dwls.com
 HLC Consulting www.hlcconsulting.com

Ancillary Equipment

TMC lifting supplies www.tmc-lifting.com

Auction Houses

Ritchie Brothers www.rbauction.com

Battery Suppliers & Manufacturers

Shield Batteries www.shieldbatteries.co.uk
 Trojan Battery www.trojanbattery.com
 Platinum International www.platinuminternational.com

Load Cells & Load Monitoring Systems

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Control Systems

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 JMS PLant Hire www.jms-planthire.co.uk

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Crane Tools www.cranetools.com

Outrigger Pads, Mats & Roadways

Alimats www.craneriggermats.co.uk
 GTP Europe www.gtp-europe.com
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 Mat & Timber Services www.sarumhardware.co.uk
 Nolim www.nolim.nl
 Outriggerpads www.outriggerpads.co.uk
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 TMC Lifting supplies www.tmc-lifting.com
 Universal Crane Mats www.universal-crane-mats.com
 Welex Group www.welexgroup.com

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 UE Components www.ue-components.com

Parts & Service Suppliers

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 Alfa Access Services www.alfa-access-services.com
 Amerparts www.amerparts.net
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 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

Recruitment

Vertikal.Net www.vertikal.net/en/recruitment

Rental Management Software

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

Replacement Filters

Plant Filters www.plantfilters.co.uk

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
 inspHire 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

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Safety Training

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 TH White www.thwhite.co.uk
 Terex Atlas (UK) Ltd. www.atlascranes.co.uk
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Crane Attachments

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Wire Rope & Cable

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 Casar www.casar.de

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Rotzler www.rotzler.com

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Mitas Tyres www.mitas-tyres.com
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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

Low Level

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

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

Trailer Mounted & Narrow Access

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

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
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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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JLG - 3246ES
Scissor lifts

Electric, 4x2
11.0m Working Height,
2012 | PHM-Id 09368

€12,900



MANITOU - 105VJR2
Vertical mast lifts

Electric, 4x2 Drive,
10.0m Working Height,
2004 | PHM-Id 09285

€7,900



MANITOU - 150AETJC
Articulating boom lifts

Electric, 4x2 Drive,
15.0m Working Height,
2007 | PHM-Id 09300

€16,900



HAULOTTE - HAI2PX
Articulating boom lifts

Diesel, 4x4 Drive,
12.0m Working Height,
2006 | PHM-Id 09296

€10,500



ATN - ZEBRA 12
Articulating boom lifts

Diesel, 4x4 Drive,
12.0m Working Height,
2013 | PHM-Id 09215

€19,500



OMME - 3150RBDJ
Track boom lifts

Bi Energy, Tracked,
31.0m Working Height,
2012 | PHM-Id 09118

€69,000



OMME - 2200RBD
Track boom lifts

Bi-Energy, Tracked,
21.0m Working Height,
2006 | PHM-Id 09111

€36,900



OMME - 3000RBD
Track boom lifts

Bi Energy, Tracked,
29.0m Working Height,
2007 | PHM-Id 09115

€49,500



SENNEBOGEN - HPC40
Truck Cranes

40t, 6x6x2, 9m jib, Intarder
30m Boom
2002 | PHM-ID 09376

€119,000



COMPACT TRUCK - CT3
Telescopic Cranes

70t, 6x6x6, 6m jib , Intarder
41m Boom
2000 | PHM-ID 09280

€97,500



LIEBHERR - LTR1100
Telescopic Crawler Cranes

100t, 19m Dbl Jib,
Dbl Winch, 52m Boom
2017 | PHM-ID 80079


€850,000





SPIERINGS - SK488-AT4
Tower Cranes


8t, 8x8x6, 40m Horizontal,
42m Lift Height
2003 | PHM-ID 08851


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December 2017



V23616 - Hy-Brid HB P830CE - 2013

Electric - 4,3 Mtr. - / Hrs.

€ 3.250



V22932 - Genie GS2032 - 2004

Electric - 8,1 Mtr. - 966 Hrs.

€ 3.500



V22906 - Haulotte Compact 8 - 2007

Electric - 8,2 Mtr. - 471 Hrs.

€ 3.950



V22625 - Jlg 2646ES - 2004

Electric - 9,8 Mtr. - 471 Hrs.

€ 4.950



V18954 - Hollandlift N140EL12 - 2009

Electric - 16 Mtr. - 494 Hrs.

€ 23.500



V22795 - Jlg 260MRT - 2006

Diesel 4x4 - 9,92 Mtr. - 1556 Hrs.

€ 7.500



V19900 - Jlg 3394RT - 2006

Diesel 4x4 - 12,06 Mtr. - 2507 Hrs.

€ 12.950



V22736 - Jlg 33RTS - 2000

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

€ 6.950



V23836 - Genie GS3384RT - 2006

Diesel 4x4 - 12,06 Mtr. - 2716 Hrs.

€ 12.950



V20882 - Skyjack SJ9241 - 2008

Diesel 4x4 - 14,5 Mtr. - 1387 Hrs.

€ 12.950



V22764 - Manitou 80 VJR - 2007

Electric - 7,7 Mtr. - 798 Hrs.

€ 6.500



V19753 - Jlg Toucan 1210 - 2007

Electric - 12 Mtr. - 973 Hrs.

€ 12.950



V23662 - Airo SG1000 - 2008

Electric - 12 Mtr. - / Hrs.

€ 8.950



V23657 - Manitou 150AET2 - 2005

Electric - 14,8 Mtr. - 1091 Hrs.

€ 11.000



V22310 - Niftylift HR15NDE - 2008

Bi-Energy - 15,6 Mtr. - / Hrs.

€ 15.950



V22819 - Genie Z45-25RT - 2006

Diesel 4x4 - 15,9 Mtr. - 6263 Hrs.

€ 10.950



V22458 - Jlg 600AJ - 2004

Diesel 4x4 - 20,29 Mtr. - 4808 Hrs.

€ 18.950



V22046 - Genie Z60-34RT - 2004

Diesel 4x4 - 20,3 Mtr. - 4051 Hrs.

€ 17.950



V22967 - Genie Z80-60RT - 2006

Diesel 4x4 - 26,4 Mtr. - 4555 Hrs.

€ 31.000



V23817 - Genie Z135-70RT - 2007

Diesel 4x4 - 43,15 Mtr. - 5857 Hrs.

€ 69.500



V22714 - Aichi SR123 - 2002

Diesel 4x4 - 14 Mtr. - 6437 Hrs.

€ 18.500



V21807 - Haulotte H16TPX - 2006

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

€ 10.500



V22815 - Jlg 860SJ - 2006

Diesel 4x4 - 28,21 Mtr. - 6076 Hrs.

€ 32.500



V22971 - Genie S105 - 2005

Diesel 4x4 - 34 Mtr. - 5594 Hrs.

€ 39.500



V19924 - Jlg 1200SJ - 2007

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

€ 65.000

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CHASSIS : SCANIA P380 CB - 6 X 4
MILEAGE : 150,000 KM
HOIST HOURS : 5200
STEERING SIDE : LEFT

2006

€169000



BRONTO SKYLIFT S50 MDT

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

€POA



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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